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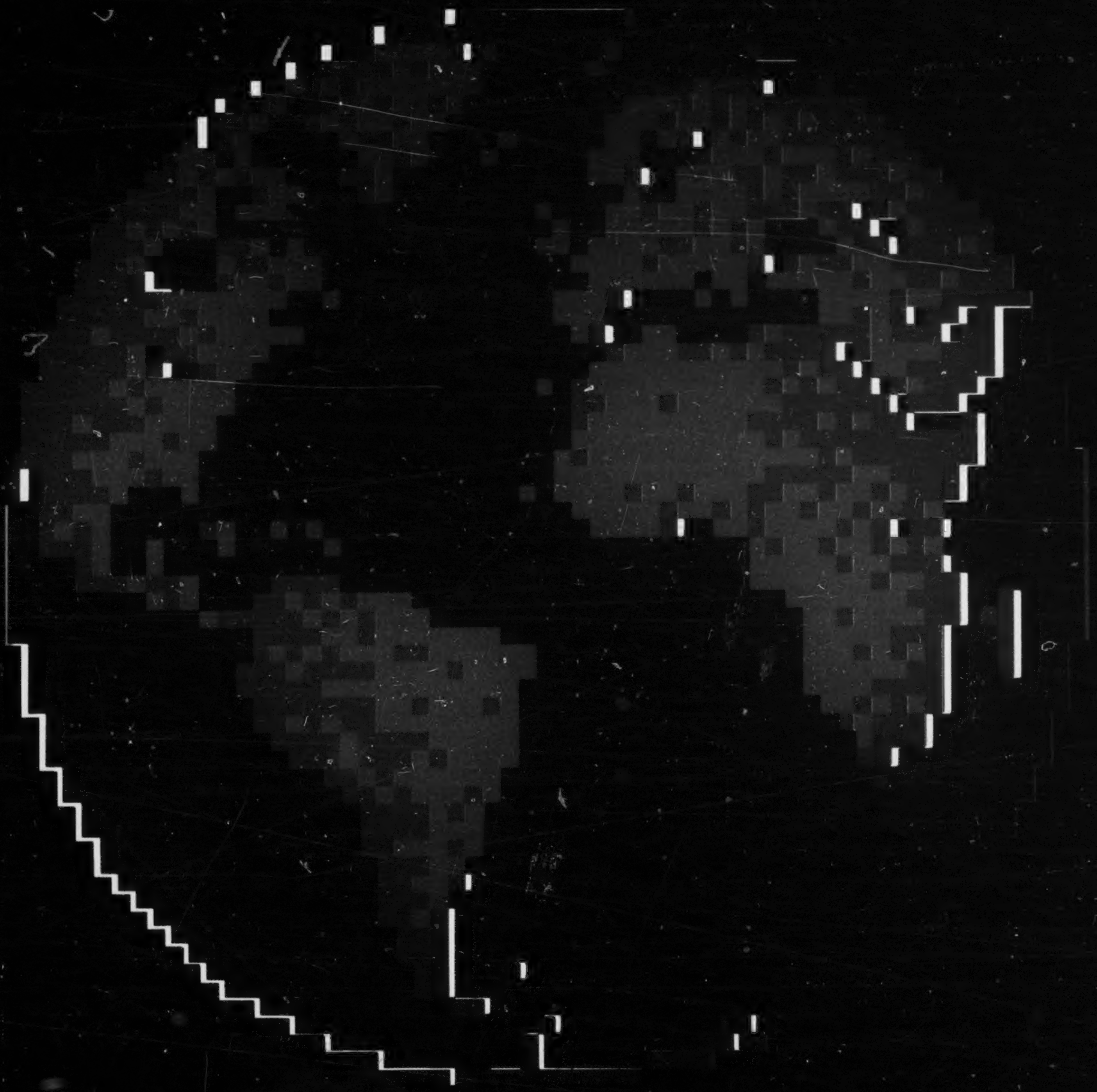
ALA WORLDWIDE DIRECTORY AND FACT BOOK

A VALUABLE REFERENCE GUIDE TO THE MILITARY MARKET



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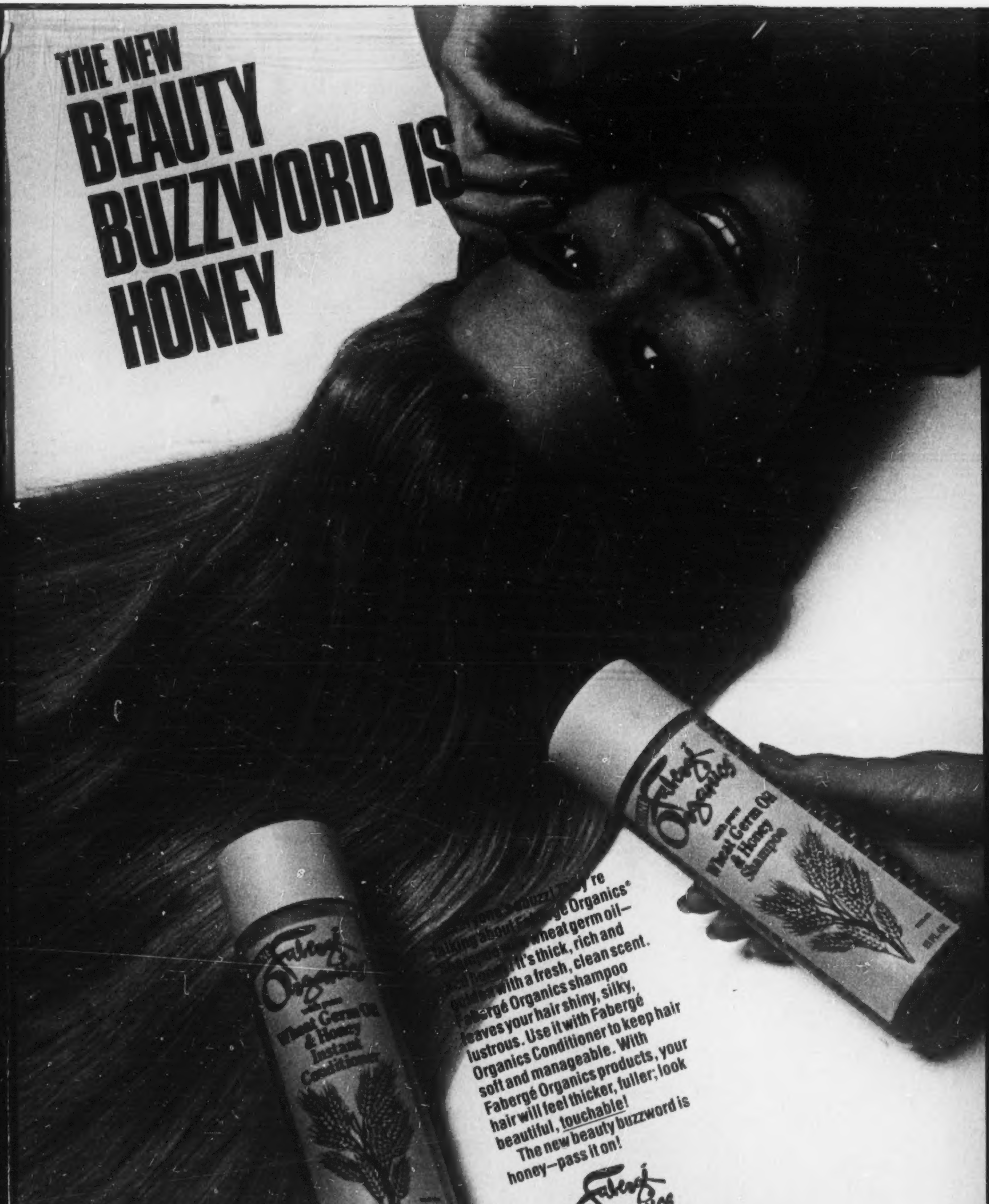
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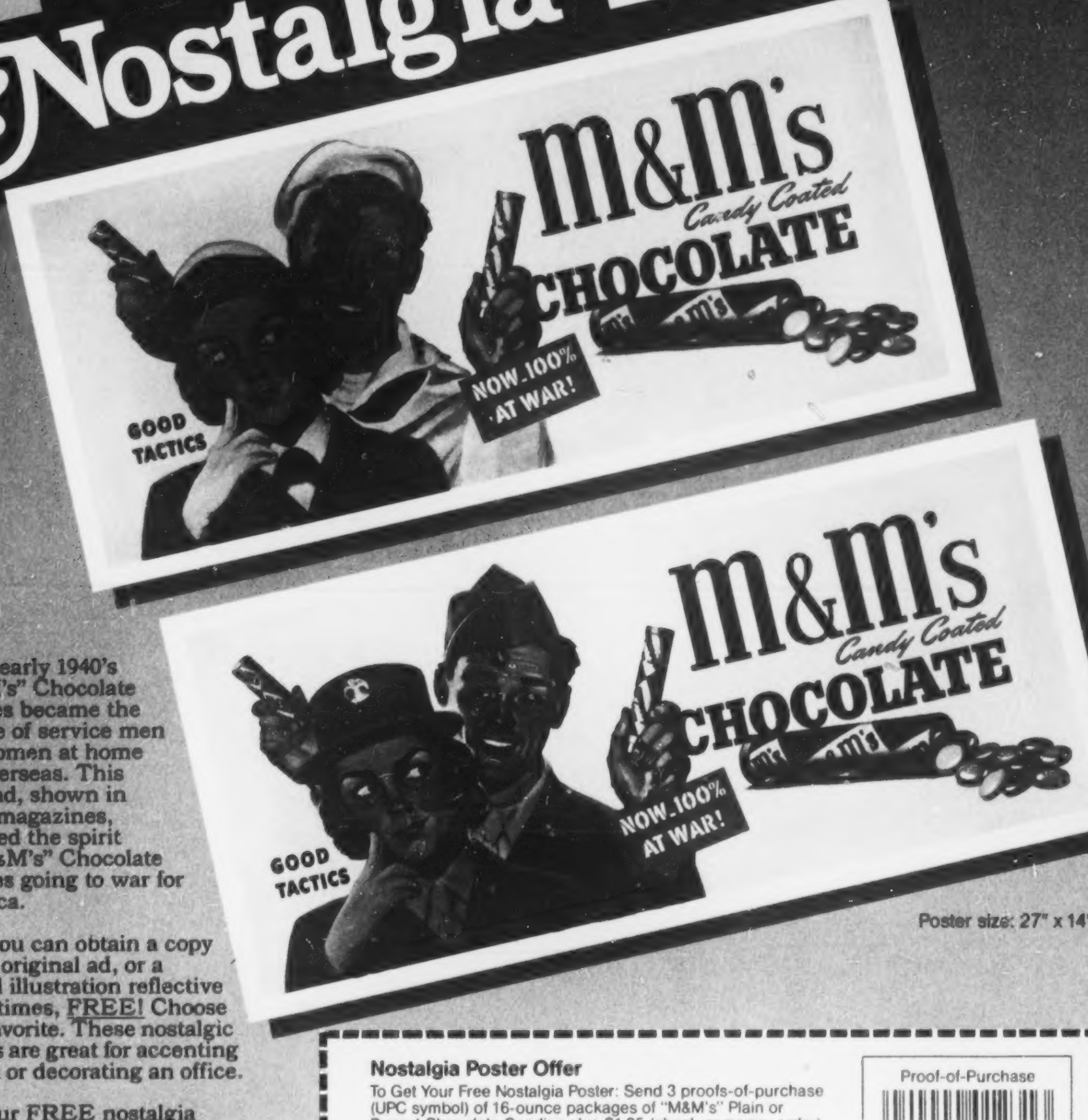

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ALA 1987–88 WORLDWIDE DIRECTORY & FACT BOOK

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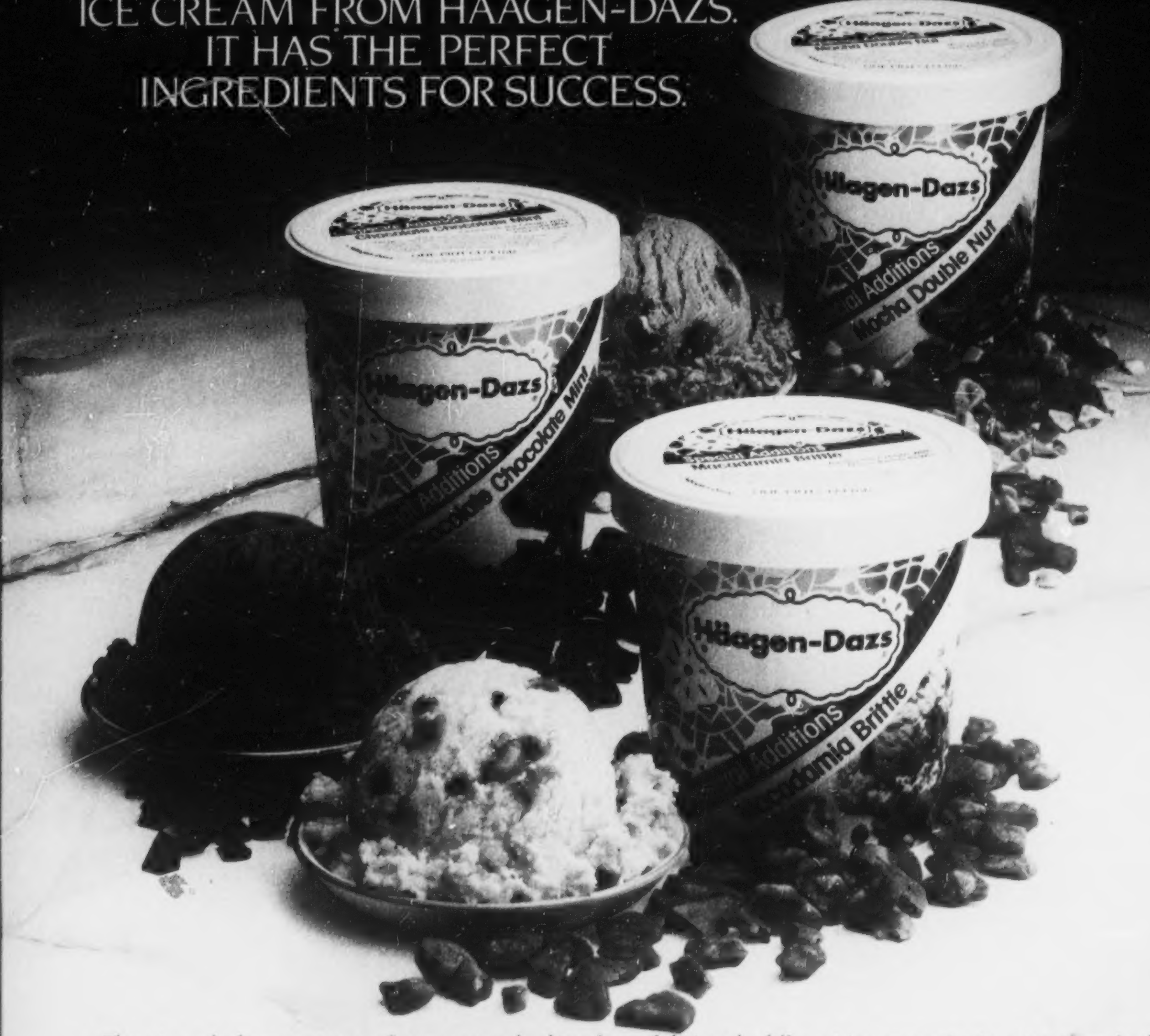

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HOW TO USE THIS DIRECTORY & FACT BOOK

A Foreword

As the name suggests, the ALA WORLDWIDE DIRECTORY & FACT BOOK contains all the information you'll need on the ALA and the military resale market.

The scope of "resale" activities is vast. With this in mind, the ALA DIRECTORY has been edited to meet the needs of all professionals associated with the industry's wide-ranging activities. Only the ALA DIRECTORY attempts to publish information that captures the diversity of the market's many dimensions.

Leaf through the different sections and you'll find that this is one directory worth keeping at your elbow throughout the year.

Naturally, we've tried to include the most accurate information available. For this we extend grateful thanks to ALA members and the military and government agencies whose cooperation and assistance help make this publication possible.

Finding What You Need

The ALA DIRECTORY comprises mini-directories bound into a one-stop, desk-top reference source. Here's a summary of what you'll find in each section:

—*ALA Information:* lists the ALA's Board of Directors, officers, executive and headquarters staff, committees and task force groups, and chapter presidents.

—*Industry Members:* lists ALA member companies alphabetically by name with address, phone number and telex, voting and corporate members, and description of products/service offered. Also provides Supply Bulletin data.

—*ALA Broker & Distributor Members:* separate alphabetical lists of ALA-member brokers and distributors. Refer to "Industry Members" listing for full profiles.

—*Index to Members:* alphabetically lists ALA individual and "corporate umbrella" members. (Use this to find address/phone number for *anyone* listed in "Industry Members.") Gives ALA chapter affiliations.

—*Congress:* separate lists of key House and Senate committees and their respective chairmen. Gives complete names, addresses and phone numbers. An invaluable "legislative alert" resource.

—*AFCOMS:* lists key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*AAFES:* lists key HQ, region and area personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.

—*DLA:* lists HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission activities.

—*DPSC:* lists key HQ, region and field personnel. Gives addresses, phone numbers, and outlines mission resale/troop support programs.

—*NAVRESSO:* lists key HQ and field (FSO) personnel. Gives addresses, phone numbers, sales and other data, and buying procedures. Also gives buyers' procurement areas.

—*TSA:* lists key HQ and region personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*Coast Guard (Resale and Subsistence):* lists key HQ and store personnel; gives addresses, phone numbers, sales data, and buying procedures.

—*Coast Guard (Subsistence Management):* lists key HQ personnel. Gives addresses, phone numbers, and buying procedures.

—*Marine Corps (Commissaries):* lists key HQ, complex, and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*Marine Corps (Exchanges):* lists key HQ and store personnel. Gives addresses, phone numbers, sales and other data, and buying procedures.

—*VCS:* lists key central and region personnel. Gives addresses, phone numbers, sales/promotion data, and buying procedures.

—*MWR Leisure & Recreation Activities:* separate lists of key HQ personnel at military service branches. Gives addresses, phone numbers and buying procedures.

—*Index to Resale Professionals:* alphabetically lists *all* personnel in sections above.

One last word. If you don't find what you're looking for in the ALA DIRECTORY call on ALA's information resources. We are happy to assist you.

INTRODUCING THE AMERIC

The American Logistics Association is a voluntary, non-profit trade organization comprised of manufacturers, manufacturers' representatives, distributors and other suppliers of products and services to the government, for resale in military commissaries, exchanges, clubs, foodservice outlets, snack bars, vending machines, mess halls, ship's stores, and for troop subsistence.

ALA provides a forum where industry executives can meet others facing the same challenges, in liaison with government and military personnel in the military resale marketplace. ALA's publications, conferences and other membership services educate both sides of the marketplace, and ALA plays a leadership watchdog role as it interfaces daily with Congress, government agencies, and military resale commands.

The American Logistics Association

The ALA promotes, protects, and improves the military exchange, commissary, club, and troop subsistence market. The association offers members, who supply goods and services to these facilities, a wide variety of business resources and services. Here are some examples:

- Provides the one Department of Defense approved setting where Industry and Government may meet to address policy and industry issues.
- Provides analytic exchange and commissary sales reports—by store, by region, by agency—an invaluable tool for budget planning and market forecasting.
- Produces definitive research on subjects ranging from patron demographics, to marketing and merchandising techniques.
- Makes available inexpensive reproductions of military procurement data that is difficult to obtain elsewhere.
- Publishes accurate directories of Member brokers and distributors, providing high-profile exposure to clients.
- Provides legal advice from ALA General Counsel.
- Provides awards programs to recognize industry and military accomplishments.

ALA's member services include:

Annual Convention. International showcase for the entire military resale industry.

Worldwide Directory. Key year-round marketing reference guide to the Military Market.

Interservice. Quarterly official journal offers invaluable editorial content.

Executive Briefing. Newsletter reports the issues and regulations in military merchandising/marketing.

Interchange. Newsletter covers the people and events in the industry.

Pocket Factbook. Handy guide offers industry statistics at your fingertips.

Conferences/Roundtables. Annual series of meetings cover regional topics; draw together full industry participation to improve exchanges, commissaries.

Commissary Committee. Explores issues impacting commissaries; recommends policy.

Exchange Committee. Examines military exchange affairs; recommends policy.

Patron Awareness. Committee works with Government/Military to attract new patrons.

Special Groups, Task Forces. Organized to provide industry knowledge in electronic data interchange, public affairs, training, merchandising to the military resale systems.

Government Liaison. Respected on-the-spot Capitol Hill relationships are complemented by daily contact with DoD, all the military resale services.

Electronic Bulletin Board. State-of-the-art electronic transmission of data to Members on subjects from store reset calendars to times of Chapter events.

24 Chapters Around the World. Focusing on local problems in the States, Europe and Pacific.

CONVENTION & CONFERENCES. ALA's Annual Convention is *the* industry event. It is the sole opportunity on a national scale for industry businessmen and government/military representatives to convene in pursuit of their common objectives. The Annual Convention strives each year:

- To provide a forum for the open discussion of ideas;
- To promote the exchange of knowledge and experience among industry and military leaders;
- To develop meaningful and thought-provoking education programs;
- To identify industry trends; and
- To encourage the development of membership know-how to achieve industry wide goals.

ALA's Regional Conferences and Roundtables provide the opportunity for company executives, middle-management staff and key supervisory personnel to increase their knowledge and skills through an effective program of ALA training seminars at the regional level.

AN LOGISTICS ASSOCIATION

Held during the year at strategic locations, at home and abroad, ALA's educational programs provide an opportunity for members to meet with military representatives from local commissaries, exchanges and clubs, and other military resale/troop subsistence functions. There they tackle mutual business problems within an atmosphere of learning and cooperation.

The seminars offer insights into the systems and strategies of doing business with government and military agencies.

MILITARY RELATIONS. A spirit of mutual trust and candor has been carefully built over the years between the ALA and the government/military community. Thus, member companies see opportunities to expand their markets, to improve customer services, and to keep abreast of long term trends affecting their business future. By working in coordination with the various military services, ALA members, through committee action, provide information papers based on industry expertise to assist the services in developing future policies and programs.

ALA highly values its good relations with the military services and federal agencies and will, at all times, continue to offer its assistance and involvement in any areas where it has expertise available on issues of concern.

GOVERNMENT RELATIONS. With the steady escalation of government involvement into the day-to-day activities of private business, ALA's efforts to represent the legitimate interests of the military resale/distribution procurement industry have necessarily become one of its most important membership services.

Effective government liaison is a two-pronged effort: first, to educate those who formulate legislation and regulations, thereby insuring as much as possible fair and equitable consideration of industry needs; and second, to defend the industry against ill-conceived legislation and unreasonable restraints.

This activity is of primary importance to ALA for building respect and trust within the Administration, Congress and the Department of Defense.

ALA has been actively involved in legislative action for many years. Its input is a respected and expected part of much of the legislation introduced and studied in Congress and, in many cases, eventually made into law.

Commissary and exchange system funding is a prime concern of ALA's legislative action program, which reaches right down to the local level via ALA Chapters.

ALA also organizes task forces of other trade associations from industries affected by certain issues plus the military associations sharing ALA's stand.

COMMITTEES. Much of ALA's success is dependent upon a strong committee structure of volunteers who give unselfishly of their time as committee members.

Committees generate positive contributions by vigorously striving to accomplish goals which will benefit the entire industry.

In an effort to have as many members involved in the affairs of the Association as is practically possible, more than 100 members sit on ALA's various committees. Their record of accomplishment is substantial.

PUBLICATIONS. A vital function of communication with ALA members and the military resale community is done in great part through ALA publications. ALA is the focal point for military marketing information. ALA is proud of the quality of its educational communications materials, a major role in the continuing flow of information on new government/military policies, exchange and commissary system funding, and new techniques and concepts in military resale/distribution marketing. *Interservice* is the ALA's official quarterly magazine structured around indepth editorial content, educating and informing both sides of the military resale marketplace. As a highly effective advertising medium, *Interservice* reaches 10,000 military resale professionals and buyers around the world, key Department of Defense personnel, and every member of the Senate and House Armed Services Committees and Appropriations Committees, as well as the ALA's Industry membership. Each issue contains solid features covering topics ranging from metrics in grocery packaging to new products marketing to patron demographics to resale business operations. Featured in each issue is a special report—the annual brokers and distributors listings, or the fiscal year's commissary and exchange sales reports. *Executive Briefing* is the ALA newsletter that concisely sums up *issues* of interest to the membership, presenting the facts in an easy-to-read format. Members look forward to receiving their "*EB*" each month. *Interchange* is a newsletter focusing on *people* and *events* in this unique industry. And the publication you are now reading, the *Worldwide Directory & Fact Book*, has become one of the most visible and popular of all ALA membership services. Published annually to coincide with the ALA Annual Convention, the *Directory* serves as a one-stop, desk-top reference source.

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Contents include thousands of names, addresses, locations and telephone numbers for ALA members and the military and government resale/support agencies they supply; hundreds of facts and figures about ALA Industry members and the resale agencies operating commissaries and exchanges; and numerous illustrations, charts, tables and photographs designed to bring this unique industry, and its key participants, to your fingertips.

CHAPTERS. ALA-member volunteers generate strength for their association by their work at the area chapter level. Strategically located in areas combining industry as well as military activity, ALA chapters draw members to local meetings around the country, in Europe, and the Pacific/Far East.

Chapters provide members with the means to periodically meet and exchange ideas with their peers on both sides of the military marketplace. Through chapters, the national ALA organization receives valuable input and guidance.

Recognizing the right of the membership on the chapter level to be heard in the national ALA forum, chapters annually nominate and elect two members of the national ALA board of directors to serve as representatives from the chapters. A complete list of ALA chapters and their respective presidents may be found in this Directory.

OTHER SERVICES & PROGRAMS. **The ALA Patron Awareness Program** is an ongoing ALA effort to bolster awareness of the value of commissaries, exchanges and other resale outlets, aimed at the "Patron" (military family), the public, Congress and others. **ALA's Annual Report** provides a thorough review of the activities, programs and services which ALA conducts for its members and serves to introduce the benefits of membership to non-member companies. **ALA Legislative Reports** provide periodic updates on the current activities of key government regulatory and military agencies and the impact certain legislation will have on the industry's business relationships and operating procedures. **Chapter Guidelines** are contained in an ALA loose-leaf notebook manual developed for effective ALA chapter management. **Awards Program.** To recognize leadership and to stimulate further interest in the field of military resale marketing, ALA awards go to personnel in the armed forces, students, and industry recipients as well. **Public Relations** has helped the ALA to build a strong, favorable public identity via communications with the consumer, military and industry trade media.

How Commissaries and Exchanges Work

The military commissary and exchange systems are among the only government activities that actually return more than they cost to operate. The military commissary—a large grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

The total amount of all customer purchases in a commissary are subject to a 5% surcharge—not a sales tax.

In short, the commissary customers themselves pay (through the surcharge) for their stores. Through their surcharge payments, the commissary's patrons have compacted themselves into a cooperative.

On the other hand, the military exchange—a large mass-merchandise department store, with many "satellite" (i.e., gas stations, flower shops, movie theaters, and more) activities receives only a small annual appropriation from Congress to pay for transportation of goods from continental U.S. to overseas locations.

The exchanges, like commissaries, are operated to provide an after-tax disposable income benefit to authorized patrons. Neither the commissary nor the exchange operation, however, make a profit. The exchange systems operate on a "pay-as-you-go" basis, sustained by its own earnings . . . earnings dependent upon patron purchases. All exchange earnings are returned to patrons in the form of new or improved exchanges or cash dividends given to individual military unit morale, welfare and recreation (MWR) fund accounts.

These so-called MWR activities include arts, hobby and craft shops, recreation centers, sports equipment, athletic activities, child care center, and a variety of other services used by military members and their families.

MILITARY EXCHANGES

The military exchange—popularly thought of as a large department store-type mass merchandise outlet—actually consists of nearly two-dozen separate "businesses" such as gas stations, floral shops, movie theaters, and others. This multi-dimensional view of the exchange systems is important because it sets the scope and vast logistical complexity of the exchange systems' worldwide business operations in stark contrast to that of the military's unrelated worldwide commissary operations.

The exchange services seek primarily to improve the quality of life for the 13 million customers within their military community. The exchange facilities are staffed by a

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Because they are "nonappropriated fund" government activities, the exchange systems do not receive taxpayer subsidies. Congressional appropriations are made only to cover the cost of transporting goods from the U.S. to military exchanges overseas. All civilian employees, therefore, are paid from exchange earnings.

Annual sales from the exchange systems' worldwide business operations last year totaled over $7.0 billion. Through these revenues, the exchange systems last year enhanced the military's "quality of life" by giving back to individual airmen, soldiers, sailors and Marines nearly $200 million for their morale welfare and recreational programs.

FACTS ABOUT EXCHANGES

Here are some of the most frequently asked questions about exchanges:

Q: *How many exchange stores are there?*

A: At present, there are 673 "main exchanges" worldwide, and another 20,000-plus exchange service-operated facilities, such as barber and beauty salons, gas stations, movie theaters, snack bars, optical and floral shops, and other retail-oriented businesses.

Q: *Who pays for exchange stores?*

A: Civilian personnel costs are paid by the exchange services themselves from earnings generated by patrons' purchases. The approximately 3,800 military people are paid from appropriated funds.

Q: *Who operates military exchanges?*

A: Each individual military service branch manages its own exchange program. These include the Army and Air Force Exchange Service (a joint military command), the Navy Resale System, and the Marine Corps Exchange Service. The Coast Guard and Veterans Administration operate their own exchange.

Q: *Who shops in exchanges?*

A: Those eligible to shop include 2.2 million active duty personnel, their dependents, and certain authorized reservists and retirees.

Q: *Why do we need exchanges?*

A: Every re-enlistment survey conducted has shown that exchanges along with commissaries are an employee benefit ranking second in importance only to the medical/dental benefit. Exchanges are among the only benefits aimed exclusively at the military family.

Q: *Do exchanges compete with the private sector?*

A: No. The exchange systems are regulated as to the categories and varieties of merchandise they may sell in the U.S. These regulations include cost/price limitations which, through rigorous enforcement by the DoD at the direction of the House Armed Services Committee of Congress, effectively ensure that the exchange systems refrain from direct competition with civilian retailers.

Q: *Why are exchange store prices sometimes higher than "downtown" prices?*

A: Exchange stores regularly provide an overall savings to patrons ranging from 20-30 percent. Because civilian mass-merchandise and department stores offer "loss leaders" the one-time savings realized, versus the exchange's overall everyday savings, prove "downtown" savings illusory.

MILITARY COMMISSARIES

The mission of the military commissary store is to provide grocery items for sale to authorized patrons at the lowest practicable prices in facilities designed and operated under standards similar to those in commercial food stores. The assortment of brands of merchandise is limited to those that meet the reasonable demands of commissary store patrons.

The military commissary—a large supermarket-type grocery store operated by and for military personnel—receives an annual appropriation from Congress. These dollars pay for the salaries of those who work for the commissaries and enables the systems to buy products for "resale" at cost from suppliers.

Store operations are paid for by a 5% surcharge—not a sales tax—levied on the total amount of customers' purchases. Surcharge pays for new commissary store construction, renovation, new equipment and maintenance, paper bags, shopping carts, and a multitude of other items. Only overseas commissaries receive funds for transportation and utility costs.

In short, the commissaries' customers themselves pay for their stores, and any improvement to or renovation of store units adds to the value of the country's National Real Estate Inventory. Through their surcharge payments, commissary patrons have compacted themselves into a highly efficient, worldwide military shoppers' cooperative.

FACTS ABOUT COMMISSARIES

Here are some of the most frequently asked questions about commissaries:

Q: *How many commissary stores are there?*

A: 231 in the continental U.S.; 144 overseas; 375 worldwide.

Q: *Who pays for commissary stores?*

A: Personnel costs are paid through Congressional appropriation (this amounts to just over $600 million a year). All other costs of operation are paid for directly by the military patrons themselves.

Q: *Who operates military commissaries?*

A: Each individual military service branch manages its own commissary store program, with the assistance of other military and civil agency support elements for finance and accounting, physical distribution and storage.

Q: *Who shops in commissaries?*

A: Those eligible to shop include 2.2 million active duty personnel, their dependents, and certain authorized reservists and retirees.

Q: *Why do we need commissaries?*

A: Every re-enlistment survey conducted has shown that commissaries are an employee benefit second in importance only to the medical/dental benefit. Commissaries are the only benefit aimed exclusively at the military family.

Q: *Do commissaries compete with the private sector?*

A: Commissaries operate under a very specific mandate to satisfy the personal needs of military personnel. However, despite this mandate, commissaries often are prohibited from offering many goods and services normally found in today's commercial supermarkets.

Q: *Why are commissary store prices sometimes higher than "downtown" prices?*

A: Commissary stores by law are prohibited from selling something for even a penny less than it cost to buy it, "whereas commercial supermarkets use "loss leaders" to attract customers.

Q: *How efficient are commissary stores compared to commercial supermarkets?*

A: The efficiency of commissaries is demonstrated by several industry indicators. One standard measure is average monthly sales per square foot of selling space. For commissaries (all stores worldwide) the figure is $69.25; for commercial supermarkets it's $31.52.

For more information about the American Logistics Association, its activities and programs, and an application for membership, please call the ALA in Washington, D.C. at (202) 466-2520.

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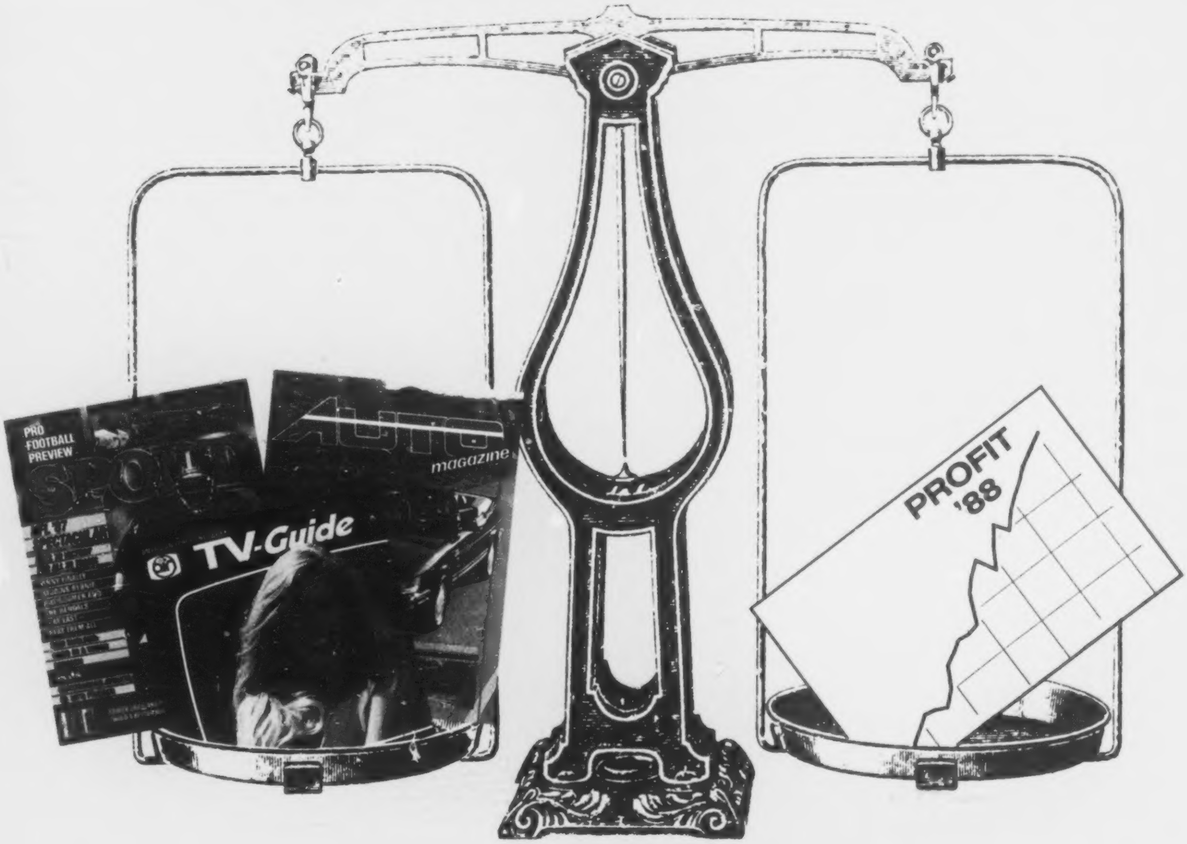
bal'ance. *n.*, *v.*, **-anced, -ancing.** —*n.* **1.** instrument for weighing, usually consisting of two scales. **2.** equilibrium. **3.** harmonious arrangement.



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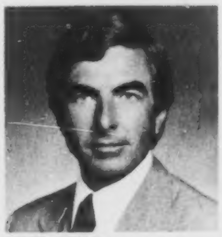

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*Terms of office for several members of the 1986–87 Board of Directors expire on November 4, 1987. New Board members are elected at the Annual Meeting of ALA members on that date. The names of new ALA 1987–88 Board of Directors will be announced.

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Stock and Display Dial Products—and you'll be Glad you Did!

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Current as of June 16, 1987.

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100% PURE
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Full Day's Supply of Vitamin C Per Serving
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Minute Maid
Fruit Juice
FROZEN SNACKS
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ORANGE
GRAPE &
CHERRY
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100% PURE
FRUIT JUICES
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Refreshes.

Great tastes your patrons can count on!

The quality products from Coca-Cola have been refreshing military families for generations. Brand names they know and trust with a variety of tastes to please everyone.

And that means satisfied customers and faster sales for you.

So, go with the family that refreshes.

"Coca-Cola," "Coke" "Tab," "Sprite," "cherry Coke," [illegible] Coke," "Minute Maid," "Hi-C," "Five Alive," and the Dynamic Ribbon device are registered trademarks and "[illegible] Juices" is a trademark of The Coca-Cola Company.

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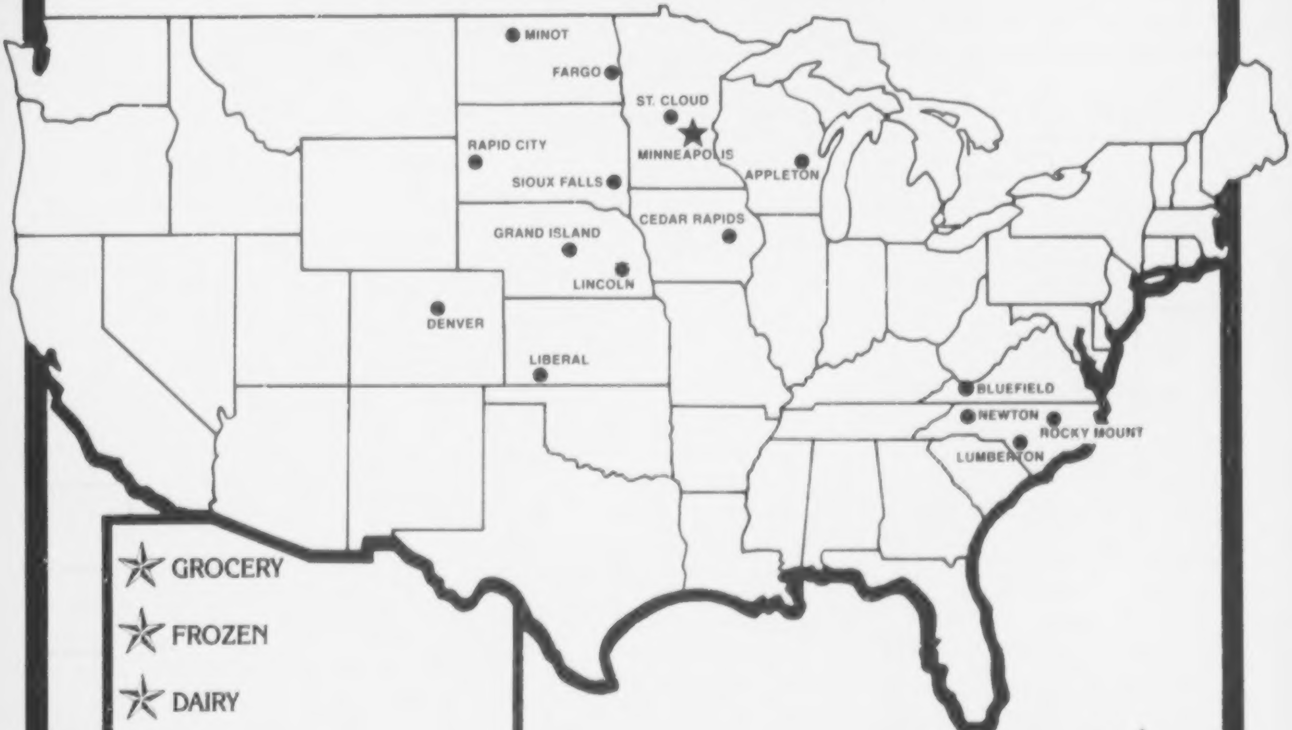
We're a Company at Your Service.

Nash Finch Company has over 100 years experience in the grocery business with 25 of those years' experience servicing the military. We are committed to giving you the most efficient distribution of product possible.



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With Frequent Store Delivery

Strategically located to provide fast, frequent distribution!

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A Complete Storage & Delivery Service for the Military

Professionals serving 8 South Texas commissaries
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The First 100% Commissary
Distributor in the Nation.
1963-1987

Unequaled in service and averaging 98.5% completion on all orders turned in.
Clean and precise paperwork with fully extended delivery tickets for fast collection.
One of the largest cold storage plants in the nation dedicated solely to commissaries.
Serving the Air-Force and Army with 120 National and regional packers.

As a professional commissary distributior, we invite inquiries from professionals serving the commissaries with food products and related items.

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A Complete Storage
& Delivery Service
for the Military

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SALES CO. INC:

Count on us to keep the bases covered.

Carnation Company shares a goal with the military—to supply service people and their families with quality merchandise at affordable prices.

These days, that's not an easy job for commissaries and exchanges. But our sales personnel are always ready to help. Their experience with promotions and merchandising techniques can help increase efficiency and reduce overhead costs to give you more of an edge over off-post competition.

So just give us a call and we'll be there with all the help we can muster.

Carnation.

- CARNATION® Evaporated Milk
- CARNATION® Nonfat Dry Milk
- COFFEE-MATE® Non-Dairy Creamer
- CARNATION® Instant Breakfast
- CARNATION® Breakfast Bars
- CARNATION® Hot Cocoa Mix
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- SLENDER® Diet Meal Bars
- CARNATION® The Spreadables® Sandwich Spreads
- FRISKIES® Dry Cat Food
- CHEF'S BLEND® Dry Cat Food
- COME 'N GET IT® Dry Dog Food
- MIGHTY DOG® Canned Dog Food
- GRAND GOURMET™ Canned Dog Food
- BRIGHT EYES® Canned Cat Food
- FANCY FEAST® Canned Cat Food
- FRISKIES® BUFFET® Canned Cat Food
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- CONTADINA® Tomato Products
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Carnation Company
Government Sales Division
Los Angeles, California 90036

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Note: For more detailed information about these companies and the services they provide see "**ALA Industry Members,**" pages 35–65.
Current as of July 1, 1987.

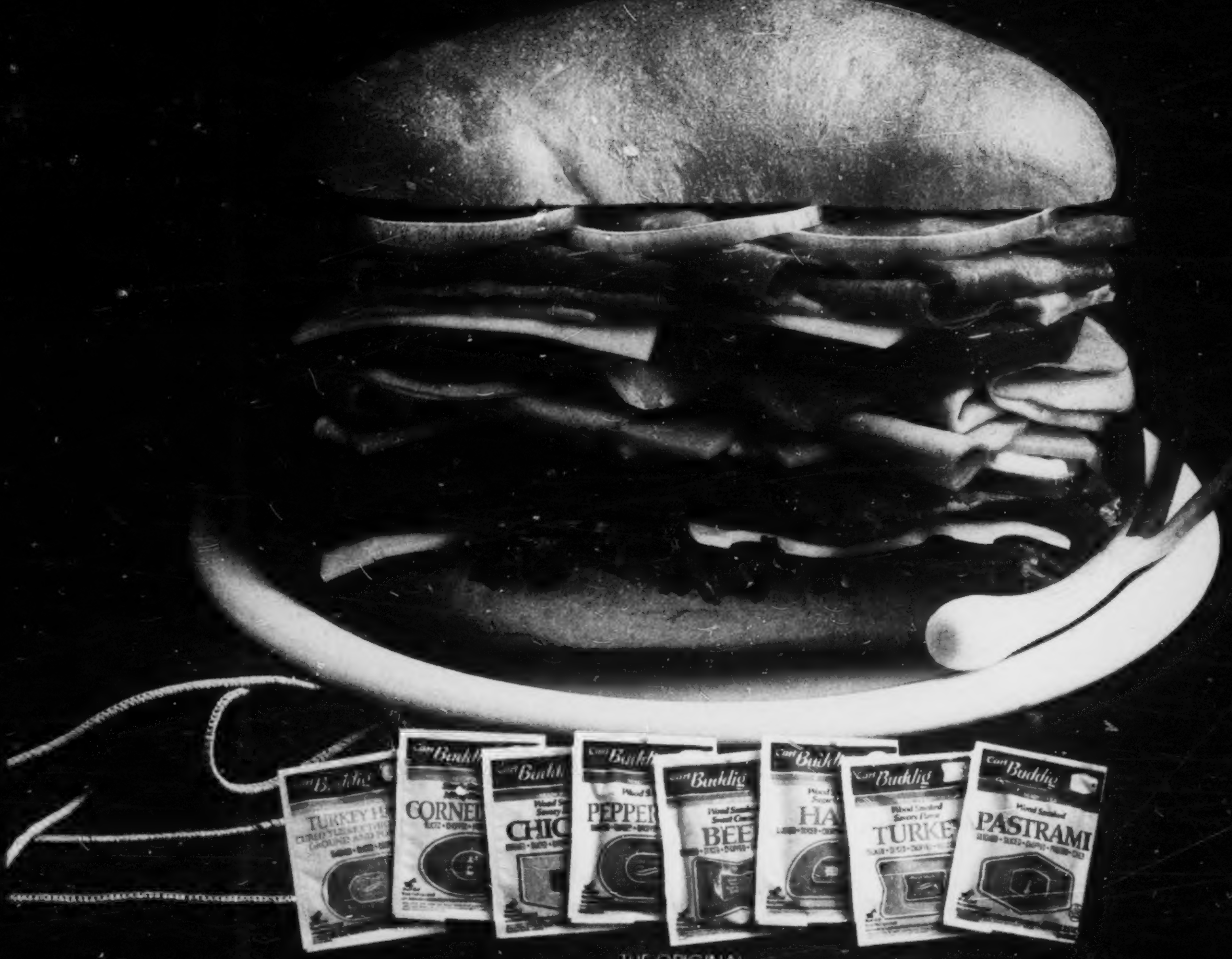
EVERYBODY LOVES A HERO—

Everybody loves the taste of Carl Buddig.
Carl Buddig is the top-selling brand for smoked, sliced meats. Thin-sliced to be tasty and fresh—from our package to your plate.

Our sales service, distribution network and advertising programs assure you of continued support, and demand.

Buddig. It always tastes like someone cares

SANDWICH!



THE ORIGINAL
Carl Buddig

Contact: Sarvis Inc.
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Jacksonville, Florida 32216 (904) 731-8000

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. . . you know MILBRANDS.

MILBRANDS. Representing a complete scope of quality name brand products from companies such as Dr Pepper/Seven-Up, Richardson-Vicks, GE, Hills Bros., Anheuser-Busch, Land O'Lakes, Soundesign, Dannon, Mennen, Bissell, Pet, Gallo . . . to name a few.

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We've been in the service a long time
because military shoppers expect quality
no matter where they happen to be stationed.
That's why commissaries operated by every branch of the service,
all over the world, stock Hurst's Beans.
We like taking orders.

Represented everywhere by Francois L. Schwarz, Inc. Available in supply bulletin 10-500-264
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Chap Stick®.
A great name to have on your lips.

For more than 100 years people have been saying "Chap Stick, please," for soothing lip protection and relief from chapping and cracking caused by summer sun, winter cold, or drying wind. Now there's a choice of Chap Stick lip balm in regular or four flavors, plus SUNBLOCK 15 by Chap Stick. Or try Chap Stick Petroleum Jelly Plus, with aloe and lanolin—and a specially angled applicator tip. Also available with SUNBLOCK 15. Whichever you choose, Chap Stick means all-weather lip care you can count on.

ChapStick
LIP CARE PRODUCTS

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More in store for you.

Commissary Only
Eurpac
Planters - Imex
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Planters Confections & Snacks

Nuts
Snacks
Life Savers
Breath Savers
Bonkers
Baby Ruth
Pearsons
Sugar Daddy
Care Free
Bubble Yum
Lollipops
Butterfingers
Junior Mints
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Milk Bone
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Egg Beaters
RTE Cereals
Mix 'N Eat
Dromedary
Chun King
Ortega
Regina
Brer Rabbit
College Inn

Exchange - Vend - Ship
Stores Afloat
C.L. Johnson
All S & D Products

All Products

Sugar Daddy
Pom Poms
Life Savers
Breath Savers
Bonkers
Baby Ruth
Pearsons
Blue Bonnet
Royal Desserts
Yeast
Hot Cereals
Milk Bone
Toastettes
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Care Free
Bubble Yum
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The *new* team at NABISCO BRANDS is streamlined to serve you better.

Sometimes more means less. Like less paperwork to handle, fewer Supply Bulletins to search through, a consolidated broker sales force to work with, a single distributor for each base.

Now you can receive every product from our full product line with one order, one shipment, and one invoice. There's a good deal more in store for you from the new team at NABISCO BRANDS.

NABISCO BRANDS INC
Sales and Distribution
Military Sales

Service you can count on. Brands your patrons trust.

After forty years in the military market some things never change.

Commitment to excellence.

A reputation for excellence spanning four decades is no simple feat. It takes hard work, dedication, and above all, it takes commitment. At Dunham & Smith, a company completely owned by its employees, such commitment is second nature. We're proud of our reputation. We are committed to an excellence in performance that cannot be matched in the military market.

When we talk of performance, we measure success by consistently increasing the market share of our principals' products. We provide worldwide market coverage through our sales force of dedicated professionals. They are supported by our experienced team of account managers, promotional department and management information systems.

We could go on but we think you get the point.

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committed to excellence.

D&S

Dunham & Smith Agencies, Inc.
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Fast Food, Full Line.

Tony's PIZZA SUPREME
Tony's PIZZA PEPPERONI
ITALIAN STYLE PASTRY CRUST
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RED BARON
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RED BARON Deep Dish SINGLES
NET WT. 12 OZ.
Café Mexico
EL PRESIDENTE DINNER
Café ORLEANS
CHICKEN CREOLE
Chicken, tomatoes, onions, scallions and celery in a tangy tomato sauce with white rice
SWEET'N SOUR SHRIMP
Shrimp, vegetables and pineapple chunks in uniquely seasoned sauce with rice and toasted sesame seeds
2 SHREDDED BEEF & BEAN SANCHOS

Tony's.

Tony's Regular
Supreme
Pepperoni
Sausage
Canadian Bacon
Hamburger
Sausage & Mushroom
Sausage & Pepperoni
Extra Cheese

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Pepperoni
Sausage
Cheese

Tony's Twice Topped
Supreme
Pepperoni
Sausage
Cheese

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Red Baron Deep Dish Singles
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Pepperoni
Sausage
Cheese

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Supreme
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Pepperoni
Sausage
Canadian Bacon
Hamburger
Sausage & Mushroom
Sausage & Pepperoni
Cheese

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Supreme
Pepperoni
Sausage
Cheese

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Pepperoni
Sausage
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Sandwiches
Beef Sticks

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Cafe Orleans
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Pork Piquante Platter

Tony's Pizza Service products.

Fast moving. From your freezer to your patron's basket.

Full line. All featuring that proven combination of appealing packaging, quality, convenience, and cater-to-every-taste flavor.

There's more. Good-N-Fast Sandwiches and Snacks. 40-plus items that move so fast we can't get their picture.

Regardless of region, you're covered when you stock the full, fast-moving line from Tony's Pizza Service.

Details? Call 1-800-533-5290 Ext. 2550 (CONUS), or 1-507-532-3274 Ext. 2550. Fast.

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Marshall, MN 56258
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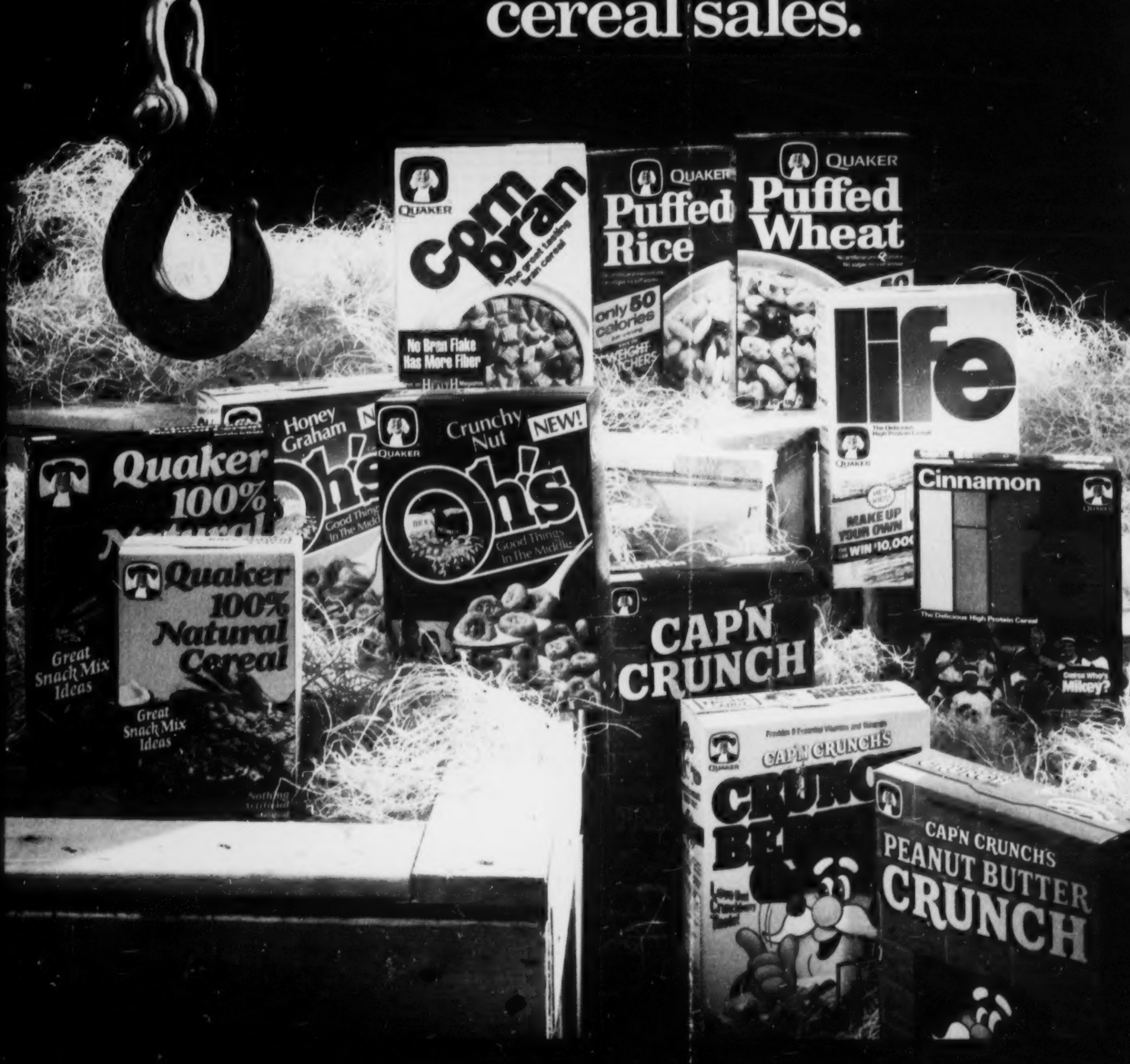
Tony's Pizza Service

Quaker supplies military support for ready-to-eat cereal sales.



Take a look at your sales of Quaker's family of RTE cereals. They're up. That's because we're supporting our cereal brands with display premiums and coupons in the military media. Keep watching those sales grow!

1987 The Quaker Oats Co

ARMOR ALL OUTSELLS THEM ALL. COMBINED.

Armor All not only outsells the leading car wax, it outsells all waxes and polishes combined. What's more, Armor All sales alone are growing faster than the entire wax and polish category.*

So now, more than ever, increase shelf space and minimize out-of-stocks. Because if you give Armor All more facings, Armor All will give you more profits.

Armor All* Protectant. It will keep you on the top of the heap.

ARMOR ALL®
PROTECTANT
THE FINISHING TOUCH.

*Automotive Marketing 1985 Wax and Polish Category $175 million. 1985 Protectant and Cleaner category $275 million, of which Armor All represents 90%. © Armor All Products 1986. Armor All is a trademark of McKesson Corp.

ALA INDUSTRY MEMBERS

How to use this listing: This membership listing provides a complete roster of all American Logistics Association Industry Members and up to four individuals, the maximum allowable, designated by each company as their "corporate umbrella" members. The listing is current as of July 16, 1987.

Since "corporate umbrella" members may not necessarily be located at the listed company's address or telephone number it is important that reference be made to the Index to ALA Members, pages 69–168, where these and all other categories of ALA's membership are alphabetically listed. The Index to ALA Members will also indicate individuals' ALA Chapter affiliations, where applicable.

This Industry Members listing also indicates DLA-assigned Supply Bulletin Contract numbers in the 10-500 and 10-600 series for ALA member manufacturers and suppliers, where applicable. The numbers are shown as either "SB 10-500-000" or "SB 10-600-000", with the last three digits being the supplier's assigned brand name contract number. Provided also is a brief description of the products, services and special capabilities of ALA Industry members serving military and government resale and troop subsistence activities worldwide.

The Voting Member for each company holding current ALA membership is shown in italics. Need Help? The American Logistics Association will be happy to answer your questions about current membership information. Contact the ALA at (202) 466-2520 or write to us at 1133 Fifteenth Street, NW, Suite 640, Washington, DC 20005.

A

A & W BEVERAGES, INC.
244 Westchester Avenue
White Plains, NY 10604
(914) 683-5890
Gil Thomas
Pat Kline
Joe McDonald
Mike Weinstein

Distributor of A & W Root Beer to military commissaries and exchanges worldwide

A. H. ROBINS COMPANY, INC.
3800 Cutshaw Avenue
P.O. Box 6235
Richmond, VA 23230-0235
(804) 257-2776
Joyce L. Wilson
Stephen P. Mitchem

Robitussin Cough Syrup (Regular, DM, PE, CF 4-oz.and 8-oz.), Night Relief, Dimetane Extentabs, Dimetapp Elixir, Dimetapp Tablets, B Complex Vitamins, Sergeant's Pet Care Products, Chap Stick Lip Balm, and Donnagel

SB 10-500-127

A. T. CROSS COMPANY
One Albion Road
Lincoln, RI 02865
(401) 333-1200
Neil Kiely
M. Lynn Black
Cathy Mick

Manufacturing fine quality writing instruments and desk sets. Ball point pens, mechanical pencils, porous point pens and fountain pens available in chrome, Gray, Classic Black, gold filled and sterling

AAI/DANAL
11 Maple Steet
North Providence, RI 02911
(401) 231-3800
TELEX: FEMIC 6814161
R. L. Phipps
Gerald Cerce
Jack Flynn
Dan Triangolo

Fashion costume jewelry and small leather goods

ACME BOOT COMPANY, INC.
P.O. Box 749
Clarksville, TN 37040
(615) 552-2000
Vaughn Harris
Ken Moore
Mike Vogel
Chuck Truckenbrodt

Manufacturer of Corcoran Military Boots, Western Boots, and casual footwear under the Acme, Dingo, Dan Post, and Lucchese brand names.

AD SALES MILITARY, INC.
267 Fifth Avenue
New York, NY 10016
(212) 689-1891
Betty Foley
Ronda Kahn

Publishers of advertising inserts in the overseas ABC audited circulation of Soap Opera Digest and Good Housekeeping Magazines

AKM DISTRIBUTING COMPANY, INC.
10790 N. Stemmons Freeway
P.O. Box 20762
Dallas, TX 75220
(214) 350-7814
(800) 527-5125
Ken McLellan
Carolyn McLellan

Manufacturers of health and beauty aids, vitamins, nutritional supplements and various HBA products. Manufacturers of Hill Country Naturals

SB 10-500-471

ALBERTO-CULVER
2525 Armitage Avenue
Melrose Park, IL 60160
(312) 450-3000
TELEX: 72-1478
Karl Lape
Mike Barham
Dave DeTomaso
Tom Guinan

We manufacture and market HABA as well as grocery and household products to commissaries and exchanges through our broker, S & K Sales. Brand names include Alberto, V05, FD5, TCB Ethnic Hair Care Products, Consort Men's Hair Care Products, Mrs. Dash Salt Alternative Products, Sugar Twin, and Static Guard

SB 10-500-457

ALFRED M. LEWIS, INC.
3021 Franklin Avenue
P.O. Box 906
Riverside, CA 92520
(714) 684-0170
Joseph Allen
Sandra Hanson
Dan Norton
Rich Evans

Distributor of groceries, frozen food, deli, candy, food service and non-foods to the Military in the Southwestern U.S.A. featuring Frequent Delivery

ALL AMERICAN GOURMET
1 City Boulevard West
Suite 300
Orange, CA 92668
(714) 978-0772
FAX: 714-978-3027
Terry Italia
John Donnelly
Steve Diamond

Leading manufacturers of the frozen food line of Budget Gourmet Entrees, Budget Gourmet Slim Select Entrees and Budget Gourmet "Three Dish Dinners."

SB 10-500-676

ALLERGAN, INC.
2525 Dupont Drive
Irvine, CA 92715
(714) 752-4500
Dave Saylor
Rod Leird
Frank Mohacsi

World leader in hard and soft contact lens products and eye care needs. Also Available are skin care products, shampoos and moisturizers

SB 10-500-634

ALPAC CORPORATION
Pepsi-Cola/7-Up Bottling
Company of Honolulu
815 Waiakamilo
Honolulu, HI 96817
(808) 848-1777
Carl G. Behnke
Wade Reece
Charlie Schmucker
Scott Vergien

Manufacturers and distributors of national brand soft drinks: Pepsi family, 7-Up, Slice flavors, Mug Root Beer, Canada Dry, Hawaiian Punch. Alaska, Seattle, Hawaii, Western Pacific

AMERICAN CYANAMID COMPANY
Shulton, Jacqueline Cochran,
Lederle Laboratories
697 Route 46
Clifton, N.J. 07015
(201) 340-5751
James N. Anagnost
Jack L. Brothers
Richard Parr
Charles Jarrett
Representing: Shulton men's and womens's fragrances; Breck Hair Products; Jacqueline Cochran Men's and Women's Fine Fragrances; Household Products—Pine-Sol & Combat Roach Control System; Lederle Labs--Centrum Stresstabs
SB 10-500-465
SB 10-500-359A
SB 10-500-359B

AMERICAN GREETINGS CORPORATION
10500 American Road
Cleveland, OH 44144
(216) 252-7300
TELEX: 980371 AGC CLD
Howard Kessler
Bob Swellie
Ron Sosenko
Mark Kreymborg
A fresh approach to full line sales and service-worldwide! Greeting cards, gift trims, party ware, candles, stationery and notes, gift ware and novelties. "THE RIGHT CARD FOR THAT SPECIAL PERSON."

AMERICAN HOME FOODS PRODUCTS, INC.
685 Third Ave.
New York, NY 10017-4078
(212) 878-6310
John W. Korakas
Anthony J. Paterna
Manufacturers of Chef Boy-ar-dee products, Dennison's, Gulden's mustard, Franklin Crunch N' Munch, Jiffy Pop, Luck's Ranch Style products, Mamma Leone's Glass Pack Pasta and G. Washington
SB 10-500-005

AMERICAN SAFETY RAZOR CO.
P.O. Box 500
Staunton, Va 24401
(703) 248-8000
H. Vincent Nelson
William Robbins
Blade Division: Personna, Gem, Flicker, Shower Shaver, Ever Ready, PFB, Speakeasy
SB 10-500-587

AMERICAN TOBACCO COMPANY
Six Stamford Forum
P.O. Box 10380
Stamford, CT 06904-2380
(203) 325-4900
C. E. "Speck" Henderson
Paul T. Clark
J. P. Levas
J. H. Wells
Manufacturers of tobacco products: cigarettes, cigars and smoking tobacco.
SB 10-500-006

AMERICAN VITAMIN COMPANY
7017 Almaden Lane
Box 9000-275
Carlsbad, CA 92009-0997
(619) 438-4500
Max Leichtag
David Jannsen
A division of M.D. Pharmaceutical, third largest privately owned generic drug manufacturer in the U.S. Manufactures vitamins as prescription drugs.
SB 10-500-499

AMEXTRA INC.
251 Kearny Street
Suite 701
San Francisco, CA 94108
(415) 781-4466
TELEX: 5101009095
Jose A. Rosado
Peter Isler
Maya Billeter
Gordon Gerstheimer

ANDREWS/MAUNTER, INC.
324 E. Wisconsin Avenue #1200
Milwaukee, WI 53202
(414) 272-4482
Cynthia Cicero
Bette Allen
Christopher Vernon

ANHEUSER-BUSCH, INC.
One Busch Place
St. Louis, MO 63118-1852
(314) 577-3087
Thomas L. Moore
Terry McAuley
Tom Doherty
Tony Ulehla
Providing the finest quality brews supported by the most extensive advertising program in the industry. Budweiser, Michelob, Busch, Bud Light, Michelob Light, Michelob Classic Dark, Natural Light, LA and King Cobra

ANSTAR-SALES & MARKETING SERVICES
8655 E. Via de Ventura
Suite F217
Scottsdale, AZ 85258
(602) 991-7564
Dennis K. Stewart
William D. Anderson
Offering a full marketing and sales mangement services to those manufacturers interested in developing their military resale market. Total management or customized services are available.

APPLE COMPUTER, INC.
20525 Mariani Avenue
Cupertino, CA 95014
(408) 996-1010
FAX: 408-973-5192
Charmaine Clark
Pat Wirnowski

ARMED FORCES MARKETING COUNCIL
1750 New York Avenue, N.W.
Suite #340
Washington, D.C. 20006
(202) 783-8228
George R. Rowan
A league of business firms supplying brand name consumer products to the military resale systems.

ARMOR ALL PRODUCTS
P.O. Box 19039
Irvine, CA 92713
22 Corporate Park
Irvine, CA 92714
(714) 553-1003
(800) 854-3685
TELEX: 3716581
FAX: 714-553-1176
Andy Lynn
Lou Ball
Tim Erk
ARMOR ALL PROTECTANT protects/beautifies rubber, leather, vinyl, plastic, wood, and all polymer surfaces. CLEAN START multi-purpose cleaner.
SB 10-500-324

ARMOUR FOOD COMPANY
One Central Park Plaza
Omaha, NE 68102-1679
(402) 449-7373
William Keenan
Jim Porter
Kathy Vaughn
Dave Alford
Leading processor of ARMOUR STAR/GOLDEN STAR products: hot dogs, bacon, canned hams, boneless hams, dry sausage, cheeses and others for commissaries/exchanges/clubs worldwide
SB 10-500-107
SB 10-500-818
SB 10-500-491

ARMY TIMES PUBLISHING CO.
A Division of the Times Journal Company
Springfield, VA 22159
(703) 750-2000
Vince Santoro
Herb Jacobs
S.C. Parojinog
Ed Walsh
Publishes Army Times, Navy Times and Air Force Times, weekly newspapers for the world wide military community. Also: Military Market Magazine, a trade publication for commissary and exchange resale executives. Phone MM (703) 750-8676

ART DYKSTRA SALES, INC.
5575 Logan Street
Denver, CO 80216
(303) 296-8542
Ron Waits
Art Dykstra
Ole Olson
Full service organization specializing in frozen, chilled and dry goods made available for resale in three Rocky Mountain states.

ASSOCIATED BRANDS INTERNATIONAL, INC.
G.P.O. Box 13442
Causeway Bay
Hong Kong
Tel: Hong Kong 875631
William P. Hirsch
We are manufacturers representatives for USA & Foreign merchandise to the U.S. Forces Far East. Lines include Foodstuffs, Wines & Spirits, Club Supplies & Equipment.

AT & T
Room 17-5159D1
295 North Maple Avenue
Basking Ridge, NJ 07920
(201) 221-7977
FAX: 201-953-8477
Helen McGrath
Tom Olsen
We provide public and private telecommunications services

B

BAUSCH & LOMB
Personal Products Division
1400 N. Goodman Street
Rochester, NY 14692
(716) 338-6000
Paul Rohde
Harold Essegian
William Sinclair
Leading manufacturers of soft and rigid gas permeable contact lens care products, general eye care products, Muro ophthalmic products, Sight Savers eyeglass accessories, and Bausch & Lomb readers and magnifiers.
SB 10-500-632

BAY COLONY MARKETING COMPANY, INC.
290 Broadway
Box 299
Methuen, MA 01844
(617) 975-7555
Sam Perruccio
John Perruccio
Military broker selling primarily to East Coast commissary and exchange outlets: grocery, frozen food, dairy, meat, H.B.A.

BEATRICE/HUNT WESSON
1645 West Valencia Drive
Fullerton, CA 92633
(714) 680-1695
R. E. "Dick" Hampton
Ed Snell
Larry Thomas
Mike Downing
Hunt Wesson Brands-Orville Redenbacher-Peter Pan Sanna Brands-Lachoy Oriental Foods-Gebhardt Brands-Rosarita Brands-Fisher Nuts.
SB 10-500-328
SB 10-500-467

BEECHAM PRODUCTS U.S.A.
P.O. Box 1467
Pittsburgh, PA 15106
(412) 928-6951
(412) 928-6958
Daniel H. Campbell
Robert M. Lancaster
Manufacturers of HABA/household products: toothpaste, feminine hygiene products, throat and cough lozenges, men's hairdressings, men's shave products, bath products, sleep aids, fabric softeners, dishwasher compound, water softeners and vitamins.
SB 10-500-446

BEST FOODS
A Division of CPC International, Inc.
International Plaza
Box 8000
Englewood Cliffs, NJ 07632
(201) 894-2574
Laura J. Chin
Best Foods is a processor of grocery and institutional food and household products in worldwide distribution.
SB 10-500-011

BETTER THAN MONEY CORPORATION
9201 E. Bloomington Freeway
Bloomington, MN 55420
(612) 884-3311
John Tschohl
Don Showalter
Creator and distributor of customer service learning systems for front-line employees and managers. Programs tailored to non-government, military, and civil service employees. Program covered under GSA Federal Supply Schedule

BEVERAGES, FOODS AND SERVICE INDUSTRIES, INC.
Subsidiary of Pepsico, Inc.
5310 Harvest Hill Road
Suite 255, Box 137
Dallas, TX 75230
(214) 934-1008
John Meckler
Rene T. Junco
Manufacturers and distributors of canned PEPSI COLA, DIET PEPSI, MOUNTAIN DEW, PEPSI FREE, DIET PEPSI FREE, & ALL SLICE PRODUCTS (REGULAR & DIET) for resale in all overseas military exchanges & commissaries.
SB 10-500-274

BIRTCHERD DAIRY, INC.
1600 Monticello Avenue
Norfolk, VA 23501
(804) 622-6501
Gordon Ward
Eugene Dillion
Joseph Hughes
Danny Lovell
Process-distribute full line of dairy products for commissary resale and general mess fulfillment. Serving military in North Carolina and Virginia for 35 years.

BISEK & COMPANY, INC.
3788 Shore Drive
P.O. Box 5387
Virginia Beach, Va 23455
(804) 460-0968
Walter Bisek
Craig Bisek
Karen Bisek
Lewis A. Ottavi
Manufacturer's representative of food and household products for resale in military commissaries and exchanges worldwide.
SB 10-500-683

BLUEBIRD DISTRIBUTING CO.
2551 Land Ave.
Sacramento, CA 95815
(916) 920-4642
Robert Geissler
Bill De Ford
Distributor of food products: McCormick Shilling, Sunshine Biscuits, Revlon Hair Care, Bundy Vitamin, Kingford Charcoal, etc. to Military Commissaries and Exchanges in the US.

BLUE STAR FOODS, INC.
1023 Fourth Street
Council Bluffs, IA 51501
(712) 322-0203
Thomas Horkan
Lowell Gerdes
Suzy Winey
Joyce Herald
Manufacturers of Frozen foods, Entrees, Dining Lite and Morton House and Generic Canned Foods. Largest private label company in the country.
SB 10-500-243

BORDEN, INC.
180 East Broad Street, BB-20
Columbus, OH 43215
(614) 225-4737
Bruce Cumings
Lew Ash
Bob Gallo
Offers refrigerated cheeses, grocery, confection and related products for resale in military commissaries and exchanges worldwide.
SB 10-500-128
SB 10-500-455

BOSE CORPORATION
100 The Mountain Road
Framingham, MA 01701
(617) 879-7330
James F. Geheran
Steve Wickline
John Devine
Jerry Pine
Manufacturer of Bose Direct Reflecting Loud Speakers for homes, cars and professional sound reinforcement equipment, supported by a worldwide military factory sales-service organization.

BOUDREAUX DISTRIBUTING INC.
220 North 47th Avenue
Phoenix, AZ 85043
(602) 269-5786
Pat Boudreaux
Full Service military distributor to the military resale market for 11 years in Arizona, handle complete lines of dry, frozen and chilled products.

BRIGADE BRANDS, LTD
404 Timber Lane
Section D, Building 4
Marlboro, NJ 07746
(201) 431-5111
TELEX: 215809 BBL-UR
FAX: 201-431-5744
Steven Venables
Joseph Venables
Dario Parrilla
Distributors of the following brands: Gucci watches, handbags, leather accessories, key chains, ties and scarves; Calvin Klein and Legs Looks hosiery; Pierre Cardin and Oscar De Larenta luggage; Hot Gossip cosmetics; Delore nail products; Mundi leather goods; Giorgio Beverly Hills, Van Cleef, Arpels and Krizia fragrances; Eclipse-sun products.

BROWN & WILLIAMSON TOBACCO
1500 Brown and Williamson Tower
P.O. Box 35090
Louisville, KY 40232
(502) 568-7000
Dennis Horn
Robert H. Winkler
Clark Montgomery
W. B. Wrenn
Manufacturer of tobacco products to U.S. Armed Forces worldwide.
SB 10-500-057

BROWN FORMAN BEVERAGE COMPANY
Darmstaedter Str. 92-94
6072 Dreieich/Sprendlingen
West Germany
Phone 06103-68721/62088
Telex 4170 406 HARI d
Karl E. Haehn
Gerhard R. Risse

BRYAN FOODS, INC.
P.O. Box 1177
West Point, MS 39773-1177
(601) 494-3741
Kim Denton Bessac
Irv Bronska
Manufacturer of high quality pork and beef meat products. Full line including Branded and Private Label Retail, Institutional, Canned Meat, Military and Export.
SB 10-500-706

BUDD STEELE COMPANY
2320 South Third Street
Jacksonville Beach, FL 32250
(904) 246-8211
Budd Steele
Manufacturer's Representatives for uniform shirts and trousers, vitamins and other miscellaneous items for resale in military exchanges in Southeast U.S.

BUNDY VITAMIN COMPANY, INC.
118 Calle de Los Molinos
San Clemente, CA 92672
(714) 492-6132
Gorden D. Bundy
Complete line of vitamins and dietary supplements sold for past 11 years to commissaries and exchanges through a worldwide network of brokers and distributors.
SB 10-500-570

C

C & C DISTRIBUTORS, INC.
416 S.E. 6th
P.O. Box 1796
Lawton, OK 73502
(405) 353-2000
Gene Purvis
Ed Crimmins
C.D. Wise
Jack Bell
Distributors of dry, frozen, dairy, meats, health and beauty aids to military commissaries in Oklahoma, North Texas, southern Kansas.

C & S WHOLESALE GROCERS
Ferry Road
Brattleboro, VT 05301
(802) 257-4371
Lester Cohen
Richard Cohen
Kathleen Halvey
Debbie Reffi
Distribution of dry groceries, dairy, meat, deli, candy, frozen, and non-foods to military in the Northeast. Frequent Store delivery specialists. New 107,000 square foot frozen warehouse.

C. B. RAGLAND COMPANY
2720 Eugenia Avenue
P.O. Box 40587
Nashville, TN 37204
(615) 259-4622
Mike Hayes
Larry French
Ed Tietgens
Distributor of groceries, frozen food, deli, candy and non-foods to the military in the Southeastern U.S.A.

C. FORSTER GmbH
Martin Luther King Strasse 24
Hanau/Main 1
D-6450
West Germany
Charles J. Forster
Jerry H. Huhn
George W. Eppes
Manufacturers' representatives and distributor

C. LLOYD JOHNSON COMPANY, INC.
P.O. Box 9448
8031 Hampton Boulevard
Norfolk, VA 23505
(804) 423-2832
C. Lloyd Johnson
Lloyd Johnson
Mike Maraia
Don Nymberg
Offering specialized worldwide sales, marketing and merchandising services for leading manufacturers wishing to do business with commissaries, exchanges, and/or ships afloat.

CSV/GMS BROKER NETWORK
1172 Timber Lane
Lake Forest, IL 60045
357 MacArthur Blvd.
Oakland, CA 94610
(312) 295-7743
James Clites
Harold Gilson
John Lesselyong
International broker network serving commissaries and exchanges.

CALIFORNIA ALMOND GROWERS
1802 C Street
Sacramento, CA 95814
(916) 446-8544
Joanne Miller
Kathy Kenny-Neidhardt
The largest almond processing plant in the world with over 5600 growers. We are under the Blue Diamond label selling Almonds, Pistachios, Macadamias and Hazel Nuts.
SB 10-500-090

CALIFORNIA & WASHINGTON CO.
1575 Old Bayshore Highway
Burlingame, CA 94010
(415) 692-4520
TELEX: 9103753386
Hermann J. Lehmann
The preferred brand of deluxe frozen vegetables, fruits, and juices, offering products of unsurpassed quality from the fields of California and the Pacific Northwest. C & W: The Hallmark of Handpicked Quality.
SB 10-500-287

CALIFORNIA PACIFIC ASSOCIATES
2131 19th Avenue
P.O. Box 16901
San Francisco, CA 94116
(415) 665-2650
Jack F. Pearse
James C. Cooper
Bill Fox
Regis Weingartner
Commercial exporters and distributors of all types of food products, also to military commissaries and resale activities in the Pacific.
SB 10-600-038

CALVIN KLEIN COSMETICS CORPORATION
Trump Tower
725 Fifth Ave. 23rd Floor
New York, NY 10022
(212) 759-8888
Ann Wiegand
Sandie Heppenheimer
Kim Delsing
Manufacturers of prestige Fragrances and Cosmetics under the Obsession and Calvin Klein brand name.

CAMPBELL SOUP COMPANY
Campbell Place
Box 73A
Camden, NJ 08101
(609) 342-3641
John C. Shimer
Charles D. Edgerton
Mike Postoian
Earl J. Rehmann
Manufacturer of food products: soups, beans, canned pasta, vegetables, juices, canned meats, spaghetti sauces, frozen dinners, pies, entrees and dessert items to military commissaries and exchanges.
SB 10-500-009
SB 10-500-097

CAMPBELL TAGGART, INC.
8930 Fourwinds Drive
San Antonio, TX 78239
(512) 646-6454
Irv Gerrow
Bud Humphries
Noel Kelley III
Don Miller
"Family of Fine Foods," encompassing breads, biscuits, cakes, frozen foods & refrigerated products, among many others.

CANADA DRY CORPORATION
2600 Century Parkway
Atlanta, GA 30345
(404) 321-1776
TELEX: 0230-54-3250
Frank Dichiaro
Tommy Murray
Featuring a full line of Canada Dry soft drinks: Regular and Sugar Free, mixers, Sunkist Orange Soda, Regular and Diet.

CAPRI SUN, INC.
1825 South Grant Street
Suite 120
San Mateo, CA 94402
(415) 572-7100
TELEX: 9102404854
FAX: 415-572-9580
Bruce MacLaren
Christopher Mottern
Lothar Renner
National distributor of all natural juice drinks in single serving, flexible, aseptic packaging.

CARL BUDDIG & COMPANY
11914 S. Peoria Street
Chicago, IL 60643
(312) 468-0900
Thomas R. Buddig
Ron Baker
Nation's leading manufacturer of smoked sliced meats: Beef, Ham, Turkey, Chicken, Pastrami & Corned Beef. 2 1/2 oz., 4 oz. available. Old Wisconsin Sausage & Old Wisconsin Cheese Products.
SB 10-500-373

CARNATION COMPANY
5045 Wilshire Boulevard
Los Angeles, Ca 90036
(213) 932-6681
John H. Ewing
Mike Brown
Donald J. Dobie
Herbert G. Nyberg
Carnation Company produces and markets grocery and foodservice products and pet foods.
SB 10-500-370
SB 10-500-373

CARTER-WALLACE, INC.
Carter Products Division
Half Acre Road
P.O. Box 1
Cranbury, NJ 08512
(609) 655-6000
Paul K. Mohrbacher
Rudolph L. Cox
Ted Sheldon
Christine P. Smith
Manufacturers of health and beauty aids. Sea and Ski Suntan Products, Trojan Condoms, and other family products to be sold worldwide in Commissaries and Exchanges.
SB 10-500-251

CASTLEBERRY FOOD COMPANY
P.O. Box 1056
Orange Park, FL 32067
(904) 269-6620
Mike Mead
Manufacturer of canned and frozen processed meat products; i.e. BBQ, chili, beef stew, etc for retail, deli, and food service markets.

CB SALES, INC.
1321 Ashleybrook Lane
Winston-Salem, NC 27103
(919) 768-1211
Cathy Baucom
Cathy Roberts
Manufacturer's representative specializing in products for resale in exchanges and commissaries.

CENTURY SALES, INC.
8084 Cryden Way
Forestville, MD 20747
(301) 568-9231
Philippe Lucier
Charles Labanowski
Sam Lindsey
Jon Wade
Distributor and broker of household products and dry food items to military commissaries and exchanges in the U.S.

CHALMERS DISTRIBUTING, INC.
9300 Billy The Kid Street
El Paso, TX 79907
(915) 858-1053
Darrell Chalmers
Distributors of dry, frozen, chilled, deli, candy, and non-food products exclusively to the military in El Paso and Lubbock, Texas and all New Mexico bases.

CHATTEM INCORPORATED
Chattem Consumer Products
1715 West 38th Street
Chattanooga, TN 37409
(615) 821-4571
Jack E. Parham
Alex Guerry
Gary Henderson
Bill Norton
Leading manufacturer of health and beauty aids sold and distributed worldwide.
SB 10-500-628

CHESEBROUGH-POND'S, INC.
33 Benedict Place
Greenwich, CT 06830
(203) 661-2000
Carl D. Ward
Robert G. Fogel
John T. Finneran
Kevin F. O'Connor
Manufacturer-marketer of brand name products: RAGU, BASS, POND'S, ADOLPH'S, CUTEX, INTENSIVE CARE, PRINCE MATCHABELLI, Q-TIPS, AZIZA, RAVE, PRINCE, VASELINE, BARE TRAPS and SECRETS.
SB 10-500-321
SB 10-500-451

CHIQUITA BRANDS, INC.
1271 Avenue of the Americs
New York, NY 10020
(212) 307-2000
Gary Lund
Tom Cox
John Eakin
Frozen Ice Cream Novelties—Frozen Orange/Banana Juice—Chilled Orange/Banana Juice
SB 10-500-096

CHOCK FULL O' NUTS CORPORATION
370 Lexington Avenue
New York, NY 10017
(212) 532-0300
Charles D. Trado
Ron Anderson
Sophie Dargoltc
Manufacturer-Coffee Products

CHURCH & DWIGHT COMPANY
469 N. Harrison St.
Princeton, NJ 08540
(201) 885-1220
TWX 710 480 9286
William J. Bennett
Al Nicusanti
Michael J. Ruggiano
Manufacturer of ARM & HAMMER products, including Baking Soda, and Oven Cleaner, among others.
SB 10-500-389

THE CLOROX COMPANY
2498 Jett Ferry Road
Suite 101
Atlanta, GA 30338
(404) 396-2526
W. E. Stanley
S. A. Brawley
Household consumer products including bleaches, hard surface cleaners, drain openers, charcoal, cat litter, air freshener and specialty food products. Represented by Francois Schwarz, Inc.
SB 10-500-138

COASTAL PACIFIC FOOD DISTRIBUTORS
P.O. Box 4721
San Jose, CA 95150
(408) 971-0944
FAX: 408-971-0944
David J. Jared
Jerry Jared
Wayne Duncan
Direct Store Source Load Distribution Specialist of frozen and chilled food products to Commissaries, Exchanges and Clubs in Hawaii, Japan, Okinawa, Korea, Guam and the Philipines.

COCA-COLA COMPANY
1 Coca Cola Plaza, N.W.
P.O. Drawer 1734
Atlanta, GA 30301
(404) 676-3347
Neil Booth
Zenda Langseth
James Pollan
William Bakun
Coca-Cola Bottlers, Coca-Cola USA, and the Coca-Cola Export Corp. provide packaged soft drinks and syrups to military installations around the world.
SB 10-600-041

COCA-COLA FOODS
2000 St. James Place
Houston, TX 77056
(713) 888-5000
George F. Andrews
Dudley R. Jones
Sabra D. Clinefelter
Manufactures and distributes leading brand name frozen/chilled juices, frozen novelties, canned/package fruit drinks and coffee products. Additionally, offers exclusive, military-only Hostess Brand coffee/tea products.
SB 10-500-241
SB 10-500-260

COLGATE-PALMOLIVE COMPANY
300 Park Avenue
New York, NY 10022
(212) 310-2990
Pat Manzione
David Murphy
Nigel Johnson
Manufactures and supplies brand name household and personal care products including detergents, cleansers, soap products and oral care products including toothpaste.
SB 10-500-124

COMET RICE MILLS, INC.
27001 La Paz Road
Suite 4788
Mission Viejo, CA 92691
James Amthor
Packers of Calusa, Wonder, Comet, Dragon, Arroz and Harvest Labels of Rice. Our mills are located in California, Texas, Arkansas and Mississippi. We can provide all of your rice requirements.
SB 10-500-267(A&B)

COMPUTERIZED COUPON DISPENSERS, INC.
P.O. Box 2452
Midland, TX 79702
(915) 683-6708
Dick Meadows
A point of purchase couponing system designed to increase sales through in store couponing. Redemption results to date exceed national redemption average by 10 times. Most cost effective coupon vehicle available.

COMSTOCK FOODS
P. O. Box 20670
Rochester, NY 14602-067
(716) 385-6580
Donald J. Landers
Fred Buttons
Jeff Wolcott
Process and Distribute Comstock Brand Pie Fillings, Silver Floss Brand Sauerkraut, Greenwood Brand Specialty Products, canned and frozen vegetables.

CONAGRA CONSUMER FROZEN FOOD COMPANY
13515 Barret Parkway Drive
Manchester, MO 63021-5880
(314) 957-4421
FAX: (314) 957-4068
Richard D. Fortmeyer
Don Granneman
Joyce Midgett
Manufacturers of Frozen Prepared Foods under the brand names of: Banquet, Morton, Chun King, Patio, and Armour. Represented Worldwide by Francois L. Schwarz, Inc.
SB 10-500-577

CONAIR CORPORATION
One Cummings Point Road
Stamford, CT 06904
Dennis Rodney
John Denis
Ron Diamond
Gerald Hogan
Manufacturer of Health and Beauty Aid Products and Consumer Electronics.
SB 10-500-640

CONSOLIDATED CIGAR CORPORATION
400 Plaza Drive, Harmon Meadow
Secaucus, NJ 07094
(201) 392-5044
Lewis R. Myers
Manufacturer of Dutch Masters, El Producto, Muriel, Antonio and Cleopatra, La Corona and Roi Tan cigars to military commissaries and exchanges worldwide.
SB 10-600-011

CONTINENTAL BAKING COMPANY
Checkerboard Square
St. Louis, MO 63164
(314) 982-1000
William K. Bassett
Robert Wildes
Glenn Baker
Daily deliveries of fresh Wonder and Home Pride bread, roll products and Hostess Cakes, pies and donuts. Products shipped frozen to overseas military installations.
SB 10-500-209

COOPER AMERICAN HERITAGE BRANDS
Schreiber Foods Co., Inc.
7805 Waters Avenue
Savannah, GA 31416
(912) 355-9496
Andy Kehoe
Gary Dilweg
Terry Zasada
Natural, process, and substitute cheese. "Cooper" and "American Heritage" labels.
SB 10-500-571

ADOLPH COORS COMPANY
National Accounts-Military
Ford Street
Mail NH525
Golden, CO 80401
(303) 277-6599
Chuck Garner
Rod Takakawa
Manufacturer of Coors, Coors Light, Coors Extra Gold, Herman Josephs, George Killian's for sale to military clubs, package stores and exchanges, in a 47 state area.

CORE-MARK DISTRIBUTORS
1800 North Vine Street
Hollywood, CA 90028
(800) 345-6800
Rich McOmie
Ron Kentish
Bob Umphress
Angelina Pitzer
We sell candy, tobacco, cigarettes, cigars, groceries, HABA, sundries, fast foods & frozen foods to exchanges, snack bars, cafeterias, commissaries, vending, Veteran canteens, clubs in Arizona, California, Nevada, Oregon, Washington, Idaho and Wyoming.

CORNING GLASS WORKS
3516 Bighorn Drive
Plano, TX 75075
(214) 867-4676
Henry McQueeney
Furnishes Pyrex, Corning Ware, Corelle for military resale.

CREATIVE MILITARY SALES, INC.
P.O. Box 2217
Leucadia, CA 92024
(619) 944-6930
John B. Doré
George Hopkins
Brokers of all goods servicing commissaries and exchanges on the west coast.

CREIGHTON SHIRTMAKERS, INC.
P.O. Box 1797
Reidsville, NC 27320
(919) 349-6275
Albert C. Cohen
Michael Chilton
Manufacturers of uniform shirts, trousers, windbreakers, dress and sport shirts for men and women and related sportswear items for all military services. Dealing with nations throughout the entire world.

CROWN ZELLERBACH CONSUMER PRODUCTS
Div. of James River Corp.
P.O. Box 38529
Denver, CO 80238
(303) 329-6161
FAX: 303-321-2729
Jerry Robinson
Paper products manufacturer, toilet tissue, towels, napkins, facial tissue, waxed paper and lunch bags under trade names NICE AND SOFT, ZEE, SPILL-MATE and HOLIDAY DESIGN.
SB 10-500-148

CUSTOM FOOD COMPANY
19 West Oxmoor
Birmingham, AL 35209
(205) 942-3371
George P. Williams
John Sanford
Manufacturer of Pizza-Pasta

D

D & H DISTRIBUTION, INC.
500 W. 61 Street
Warehouse H
Shreveport, LA 71106
(318) 861-7145
Bill Griffin
Ruth Griffen
Distributors of DRY, FROZEN, COOLER ITEMS to Fort Polk Army, Barksdale AFB, England AFB, Little Rock AFB, Blytheville AFB, Memphis Navy.

DANDY SALES
785 S. Lugo
P.O. Box 5903
San Bernardino, CA 92412-5903
(714) 885-5158
Mike Mitchell
Scott Skeleton
John Wilson

DBS MARKETING
159 Main Street
Salem, NH 03079
(603) 893-0080
(804) 485-5241
Don Bailey
Dennis Dennehy
East Coast brokerage corporation offering complete sales coverage and marketing dervices for military resale activities Maine to Florida. Provides Supply Bulletin preparation, administrative and sales support for European commissary regions.
SB 10-500-616

DAVID W. MUNCEY, LTD.
Beach Road
Cottenham, Cambridge
England CB4 4RG
(0954) 50448
David W. Muncey
Military sales representatives and marketing specialists to commissaries, exchanges and clubs. Storage and re-distribution facilities available.

DE LAURENTEIIS PASTA
D.L.I.C. Inc.
150 White Plains Road
Room 207
Tarrytown, NY 10591
(914) 332-0507
TELEX: 755128
Michael Esposito
Brent Rance
Manufacturer/Distributor of a world-wide range of Imported Italian food products, pasta, tomatoes etc.

DEL MONTE CORPORATION
One Market Plaza
P.O. Box 3575
San Francisco, CA 94119-3575
(415) 442-4166
Calvin Chang
Kent A. Lauer
Packers of Del Monte Brand Fruits, Vegetables, Beverages, Juices, Puddings, Dried Fruit, and Fruit Snacks; Hawaiian Punch Brand Beverages.
SB 10-500-294

DEUTSCHE SISI-WERKE GmbH
Rudolf-Wild-Str. 4
6904 Eppelheim/Heidelberg
West Germany
(06221/799258)
Lothar Renner
Friedrich Stumpf
Paul Foehr
Manufacturer of high quality fruit drinks in flexible pouches.

DHC-WERBUNG GmbH
Arabellastrasse 31
8000 Munich 81
West Germany
(089) 91 50 05
Dorle Kuehl
Chris Crescioni
Advertising Agency specializing in reaching the military market in Germany. Publisher of Pocket-Guide Calendar, and driving pocket guide, distributed to new arrivals. Circulation: 90,000 each.

THE DIAL CORPORATION
111 W. Clarendon Avenue
Greyhound Tower, #333
Phoenix, AZ 85077
(602) 248-2800
John Fenimore
Cari Weber
Matt Gulling
Marketers of Dial, Tone, and Pure & Natural Bar Soap, Dial Deodorants, Purex and Trend Detergents, Purex Bleach, Toss 'n Soft, Parsons Ammonia, Magic Sizing, Armour Canned Meats, Appian Way Pizza and Staley Syrup.
SB 10-500-020

DICK HUGHES & CO., INC.
100 Moss Drive
San Antonio, TX 78213
(512) 344-6880
Dick Hughes
Lorenzo A. (Joe) Serbinio
Military broker serving commissaries in the Southwest U.S., and Panama.

DISTRIBUTION SERVICES
1211 West 22nd Street
Suite 725
Oakbrook, IL 60521
(312) 573-1430
Neil Carey
Publishers of the *National Enquirer* and *Weekly World News.*

DIXON MARKETING, INC.
501 Center Boulevard
P.O. Box 1618
Kinston, NC 28501
(919) 522-2022
FAX: 919-527-3967
Virgil H. Dixon
Laura Dixon
D. L. Freeman
Bill Rouse
Worldwide U.S. Military Manufacturer's Representative. Separate Exchange and Commissary Divisions provide specialized sales coverage. Marketing Department, order processing and contracts departments supported by in-house IBM systems 38. On-line UCS capability.

DOLE PACKAGED FOODS COMPANY
50 California Street
San Francisco, CA 94111
(415) 788-3653
Kenneth G. Seeborg
David G. Sjostrom
Dole Pineapple Products; Dole brand frozen and chilled Pineapple juice.
SB 10-500-421

DON-RON MILITARY MARKETING, INC
Military Marketing Sales Specialist
Don-Ron Road
P.O. Box 828
Erwin, NC 28339
(919) 897-5542/8910/8849
Ron Davis
Shelton Beasley
Marvin Johnson
Full service brokerage east of the Mississippi focusing on all military commissaries and exchanges. Our sales force is able to place your products on our customers' table.

DONALD W. DICKERSON
P.O. Box 6-3600 El Dorado
Panama, Republic of Panama
Deborah Dickerson
Patrick Canavaggio
Enrique Castrellon
Gracie Gonzalez
Brokers for military commissaries, exchanges and other military installations in Panama.

DOW CONSUMER PRODUCTS INC
P.O. Box 68511
Indianapolis, IN 46268
(317) 873-7370
Roland J. Preuss
Don Speck
Tom Cosgray
Dean Glahn
Offers: Plastic Wraps/Bags for food protection (Ziploc, Saran Wrap, Handi-Wrap)
SB 10-500-363

DOWNEY COMMUNICATIONS, INC.
1732 Wisconsin Avenue, NW
Washington, D.C. 20007
(202) 944-4000
Edward Downey
Michael J. Jennings
George E. Pence
Leland E. Maines
Publishes Military Lifestyle magazine for distribution in military commissaries. It has a readership of over one million readers. The company also produces and sells monthly product movement reports of commissary sales as Military Audits of Market Information, a market research firm.

DR. PEPPER COMPANY
P.O. Box 655086
Dallas, TX 75265-5086
K. P. Couvillion
John Schmitz
Ed Orick
Tim Buchanan
Manufacturer of soft drinks made available for resale to military commissaries and exchanges worldwide.
SB 10-600-010

THE DRUMMERS
405 N. Wabash Avenue
River Plaza
Chicago, IL 60611
(312) 664-8906/8907
John G. Anastos
Russ Milbrun
Military Advertising & Public Relations Agency

DUNHAM & SMITH AGENCIES, INC.
39 Lewis Street
Greenwich, CT 06830
(203) 869-7300
Richard Rist
Eugene E. O'Brien
William H. Hildebrand
Robert E. Wright
Marketing and Sales representatives for leading brand name products to military commissaries, exchanges and clubs world-wide.

DUNKIN' DONUTS OF AMERICA, INC.
4380 Georgetown Square
Suite 1005
Atlanta, GA 30338
(404) 451-5461
Philip J. Bennett
Vincent G. Brown, Jr.
John D. Shafer, Jr.
Ralph Gabellieri
Dunkin' Donuts of America, Inc. is the largest coffee and donut shop in the world with over 1600 shops operating in the U.S. and 13 foreign countries. The 1986 sales were in excess of $600 million.

DURACELL U.S.A.
Berkshire Industrial Park
Bethel, CT 06801
(203) 796-4000
TELEX: 710-456-9755
Stephen P. Koch
Leader in the manufacture and marketing of household batteries, known as Duracell. Products include Duracell alkaline, photo, watch, calculator, special application, hearing aid, lantern batteries, Durabeam and Flip lights. Under Mallory brand names Super Heavy Duty and Nickel-Cadmium rechargeables.
SB 10-500-659

DURKEE FAMOUS FOODS
24600 Center Ridge Road
Westlake, OH 44145
(216) 344-8000
C. R. Woodruff
E. J. Nehiley
John Timmerman
Jack Gleich
Spices, extracts, dry sauce/gravy mixes, coconut, potato sticks, french fried onions, BBQ sauce, hot sauce, canned fish, olives, maraschino cherries, cocktail onions, cake decorations.
SB 10-500-040

E

E. T. BROWNE DRUG CO., INC.
140 Sylvan Ave.
Englewood Cliffs, NJ 07632
(201) 947-3050
David Stern
Richard Aquino
Lisa Hopf
Arnold Neis
Leading manufacturer of skin and hair care products sold and distributed worldwide.

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700 St. Louis Union Station
Suite 200
St. Louis, MO 63103
(314) 436-2155
(800) 772-6645
FAX: 314-436-2348
Richard J. Sondag
Robert T. Hart
Representatives of Ralston-Purina Co., Van Kamp Seafood Co., and Realex Corp.

EARLY CALIFORNIA/SPICE ISLANDS, INC.
Division of Specialty Brands
P.O. Box 7004
San Francisco, CA 94120
(714) 458-0192
Les Horn
Jim Gravdahl
Lorraine Opocensky
Manufacturer of olives (Spanish and California), bar supplies, mayonnaise, salad dressing and wine to military commissaries and exchanges worldwide.
SB 10-500-390

EASTMAN KODAK COMPANY
343 State Street
Rochester, NY 14650
(716) 724-4104
James S. Tait
Steven G. Pfeif
Dennis J. Matta
John W. Urlaub
Kodak products for resale are: cameras, projectors, black-and-white and color films, processing mailers and services, electronic equipment, batteries, video tapes and diskettes.

EDDAN, INC.
P.O. Box 21970
Lexington, KY 40522-1970
(606) 255-6185
FAX: 606-255-6342
Peggy O'Neal
Owners of 73 flower shops on military bases. A subsidiary of Floratax International.

EDY'S GRAND ICE CREAM CO.
7820 Cessna Avenue
Gaithersburg, MD 20879
(301) 258-0600
Joe Hutchinson
Jim Moran
Full line distributors of ice cream and frozen to military commissaries in the Mid-Atlantic Region.

EMBORG FOODS GmbH
Daimlerstrasse 3
6374 Steinbach/TS
Frankfurt
West Germany
061-717771
Rene Hintjens
Josef Hoffmann
John Munoz
Carl-Hermann Niemeyer

EMCO SALES CO., INC.
Woodbury Bldg., Box 490
Hampton, NH 03842
(603) 926-8761
Michael E. DiFilippo, Sr.
Military broker servicing commissaries and exchanges

EURPAC SERVICE, INC.
170 Mason Street
P.O. Box 1787
Greenwich, CT 06836-1787
(203) 622-8400
A. I. "Sonny" Austin
Jim Ford
Peter Meechan
Vince Cappa
Representing manufacturers through three sales forces who provide sales and service to the military exchanges, commissaries, overseas and ships afloat worldwide.

EXECUTIVE BUSINESS MEDIA
P.O. Box 1500
Westbury, NY 11590
(516) 334-3030
Murry Greenwald
Joseph Haik
Pete Rolen
Hazel Guild
Publishers: Exchange & Commissary News; The E&C News Answer Book; Military Club & Hospitality; Defense Transportation Journal; In-Store Commissary Flyers. Ad Reps: R&R; Shoppers Biweekly News; Overseas!; Okinawa Marine; Kadena Shogun; Military Base Newspapers.

F

FABERGE, INC.
440 Franklin Turnpike
Mahwah, NJ 07430
(201) 529-5100
W. Ernest Rich
Manufacturer of Men's and Women's Fragrances, Health & Beauty Aids, Shampoos and Hair Sprays to the Veterans Adminstration and Military Commissaries and Exchanges worldwide.
SB 10-500-197

FAMILY MAGAZINE
9 East 41st Street
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(212) 661-6550
Joseph A. Mugnai
Joseph Araneo
Ed Koch
Larry Hill
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FIRST BRANDS CORPORATION
39 Old Ridgebury Road J-2
Danbury, CT 06817
(203) 794-3909
FAX: 203-794-399
W. V. Stephenson
R. R. Richardson
Manufacturers of "GLAD" plastic wrap and bags.

FLASH STEAK COMPANY, INC.
7959 Paramount Boulevard
Pico Rivera, CA 90660
(213) 949-2558
FAX: 213-949-4483
Chris Sanchez
Distributors of frozen and dry items to military commissaries and exchanges in Southern California.

FLEMING COMPANIES, INC.
6301 Waterford Blvd.
Box 26647
Oklahoma City, OK 73126
(405) 841-8458
Robert Pitts
Charles Gates
Bob Shields
Roy W. Spencer
Procurement and distribution of meat, produce, frozen foods, dairy/deli, groceries and general merchandise for resale in commissaries in 27 states.

FOOD SERVICE COMPANY WEST FLORIDA, INC.
P.O. Box 4644
Pensacola, FL 32507
(904) 455-2681
Don Davis
James Evans
Larry Thomas
Jerry Thomas
Distributors of dry, chill, and frozen products. Store door delivery of ethnic, specialty, and gourmet foods. Coverage includes Florida, Alabama, Mississippi, Louisiana, and Tennesse.

FOOD SERVICES OF AMERICA
P.O. Box 3547
Seattle, WA 98124
(206) 251-1353
FAX: 206-251-1341
Diana Rogers
Barbara Blunck
Bill Engle
Foodservice distributor including full line of groceries, frozen food, deli, fresh fish, fresh produce, and non-food items to the military in Washington, Oregon and Alaska.

FOOD SPECIALTIES ASSOCIATES
750 Mountain Avenue
Boundbrook, NJ 08805
(201) 560-1536
James G. Gouse
Representatives for: Gourmet Product, Inc.—New England mustards, relishes and barbecue sauces; Gourmet Farms—dry soups; Central Foods—pastas and pasta meals; Pam Products—garlic mixes and blends; Spice Hunter—herbs, spices and potpourri. We service commissaries and exchanges on the east coast.

FRANCOIS L. SCHWARZ, INC.
5505 W. Gray Street
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(813) 879-8013
Charles H. Bridges
Jeffrey W. Brown
Jeffrey P. Hausman
Don Duvall
Worldwide sales and marketing specialists to the total military market.

FRITO-LAY, INC.
P.O. Box 660634
Dallas, TX 75266
7701 Legacy Drive
Plano, TX 75024-4099
(214) 353-5497
FAX: 214-353-2019
TELEX: 73-0295
John Patrick
Bud Hand
George Wessberg
Don Harper
Manufacturers and marketer of potato chips, corn chips, tortilla chips, cheese flavored puffs, pretzels, crackers, cookies, jerky beef sticks, and specialty snacks for resale in military commissaries and exchanges worldwide.
SB 10-500-274

FRONT RANGE DISTRIBUTORS
735 Valley Street
Colorado Springs, CO 80915-3721
(303) 574-2823
FAX: 303-570-9970
Richard Laraia
Ethan Hokit
Bill D. Krauth
Cheryl A. Laraia
We are a full service Military Distributor of food and non-food, frozen and chilled products to commissaries in Colorado and Wyoming.

FUJI PHOTO FILM USA, INC.
800 Central Blvd.
Carlstadt, NJ 07072
(201) 507-2542
FAX: 201-935-0299
Robert J. Ferguson
Cheryl Biro
Fuji Brand Amateur Film, Fuji Cameras and Optical Products, MiniLab Processing Systems, Fuji Photofinishing Paper

G

G & B PACKING CO., INC.
1033 MacLay Street
P.O. Box 1647
Harrisburg, PA 17105
(717) 232-1984
Lee Schiller
Lawrence Grossman
Jack Kime
Export packing house specializing in the inspection, marking, and delivery of commissary freight to government activities. Specialist in source load containerization. Eastern distribution center for warehousing services for commissary suppliers.

GAINES FOODS, INC.
660 White Plains Road
Tarrytown, NY 10591
(914) 332-9600
Ted Thomas
Ernie Steinie
Ron Schneider
Manufactures and markets Gaines Pet Foods—Cycle Dry and Canned, Gaines burgers, Top Choice, Gravy Train, Tast-Tee Chunks, Seven Seas Salad Dressing and Chiffon Margarine.
SB 10-500-329

GALLETTI BROTHERS FOODS/CERTI-FRESH FOODS
2900 Ayers Ave.
Los Angeles, CA 90023
(213) 262-8222
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Two labels of Frozen Seafood that offers a complete selection of Natural Raw I.Q.F. Fillets, Breaded & Specialty Seafoods Items. Available in TRAY/BOXED/POLY-BAGS. Prepriced and scanable.
SB 10-500-317

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Greenville, NC 27834
(919) 758-1189
Alexander Spruill
Griff Garner
Ken Bryant
Ken Ball
Wholesaler of HABA and general marchandise to the East Coast.

GARRITY INDUSTRIES, INC.
14 New Road
Madison, CT 06443
(203) 245-8383
Paul Garrity, Jr.
Paul Garrity
Tom Bettis
Kevin Garrity
Manufacturer of a complete line of high quality disposable lighting products, refillable lanterns, high-tech refillables and safety products.

GATEWAY MARKETING, INC.
Schlesierstrasse 6
6200 Wiesbaden-Nordenstadt
West Germany
Telex: 4 182 431 gtwy d
Tel: 0 61 22/1 50 96
Harold Poel, Jr.
Harrison Aiken
Arthur D. Avedisian
Robert Young
Manufacturers' Representatives.

GENERAL ELECTRIC COMPANY
1331 Pennsylvania Ave., N.W.
Washington, D.C. 20004
Walter J. Buckert, Jr.
Joseph J. Carraro, Jr.
Kenneth R. Ruckersfeldt
Manufacturer's of Appliances, Consumer Electronics and Lighting.
SB 10-500-475

GENERAL FOODS
250 North Street
White Plains, NY 10625
(914) 335-2025
Larry Craybas
Rich Carani
Dennis Gibson
Manufactures and distributes food products and beverages in six major categories: powdered soft drinks, coffee, frozen foods, desserts, breakfast products, and main meal products.
SB 10-500-058
SB 10-500-153

GENERAL MILLS, INC.
N.W. Business Campus
3033 Campus Drive, Suite #415
Minneapolis, MN 55441
(612) 559-9450
F. William Kastor
Edward G. Newton
Terry Wicker
Chuck L. Williams
Grocery Products Sales Division specializes in processed grain products; i.e., family flour, dessert and baking mixes,casseroles, ready-to-eat cereals, instant potatoes and wholesome fruit snacks.
SB 10-500-050

GEORGE A. HORMEL & CO.
P.O. Box 800
Austin, MN 55912
(507) 437-5474
Gene M. Hopkins
Al Fleiner
James E. Hall
Robert F. Patterson
Food Processing Company specializing in meats, canned products, and frozen items to military commissaries and exchanges worldwide.
SB 10-500-084 (A&B)

GEO. ABBOTT & CO., INC.
92 W. Main Street
Chester, CT 06412
(203) 526-9531
Allen Abbott
Richard Pettit
William Reed
Hal Whitaker
Manufacturer's representatives for U.S. military commissaries and exchanges on a worldwide basis for a limited number of nationally known brand name manufacturers.

GEORGIA-PACIFIC CORPORATION
Consumer Paper Products Division
320 Post Road
Darien, CT 06820
(203) 655-1100
TELEX: 4750319
FAX: 203-656-0584
James Dulin
Teresa Fry
Lannie Erickson
Manufacturer of assorted household paper products including Delta, MD, Hudson and Mr. Big, Coronet Brands.
SB 10-500-430

GERBER PRODUCTS COMPANY
445 State Street
Fremont, MI 49412
(616) 928-2000
Fred Panyard
Arnold Anderson
Sam Bourgeois
Bill Leonard
Full lines of baby food (strained, junior, meat, juice, cereal and bakery) plus general merchandise products (clothing, toys and accessories).
SB 10-500-109

GIBSON GREETING CARDS
2100 Section Road
Cincinnati, OH 45237
Bill Kuchem
Sam Facciolo
Dave Manley
Dave Pettigrew

THE GILLETTE COMPANY
Prudential Tower
Boston, MA 02199
(617) 421-7000
Arthur D. Kiernan
Peter C. Alltop
Steven M. Pedersen
Manufacturer of Gillette razors, blades, deodorants, shampoos, shaving creams, hair care products, Braun personal and household appliances, Oral-B Dental Products and Lutrasilk personal grooming products. Sold to military commissaries and exchanges worldwide.
SB 10-500-448

GOLDEN FOOD PRODUCTS, INC.
1031 44th Street
Newports News, VA 23607
(804) 497-4097
Irvin Holszweig
David Ruben
Frank Ruben
Distributor of L. G. Potato Chips and snacks to commissaries, exchanges and military clubs in the Hampton Roads, VA area.

GOLDEN GRAIN CO.
1111-139th Avenue
San Leandro, CA 94578
(312) 222-7429
J. Graef
Manufacturer of Pasta Products, Rice-A-Roni Flavored Rice Mixes, Noodle Dinners, Dried Beans, Rice, Soup Mixes, Ghirardelli Chocolate Products and Vernell's Fine Candies.
SB 10-500-416

GOODMARK FOODS, INC.
14348 Coral Reef Dr. S.
Jacksonville, FL 32224
(904) 223-0764
Tom Hack
Kevin Migdale
Ken Werner
Manufacturer of Snack Food Products: Slim Jims, Pemmican, Penrose, Andy Capp's Grain Snacks to military commissaries, exchanges and ships afloat worldwide.
SB 10-500-629

GOODY PRODUCTS, INC.
6733 Sepulveda Boulevard
Suite 190
Los Angeles, CA 90045
(213) 776-3800
FAX: 213-670-9459
Bonnie Martone
Manufacturers of hair accessories: rollers, brushes, combs, barrettes. Subsidiaries include DURAY Cosmetic Accessories, ACE Combs and OPTI-RAY Sunglasses.

GOYA FOODS, INC.
100 Seaview Drive
Secaucus, NJ 07094
(201) 348-4900
FAX: 201-348-6609
TELEX: 5101000213
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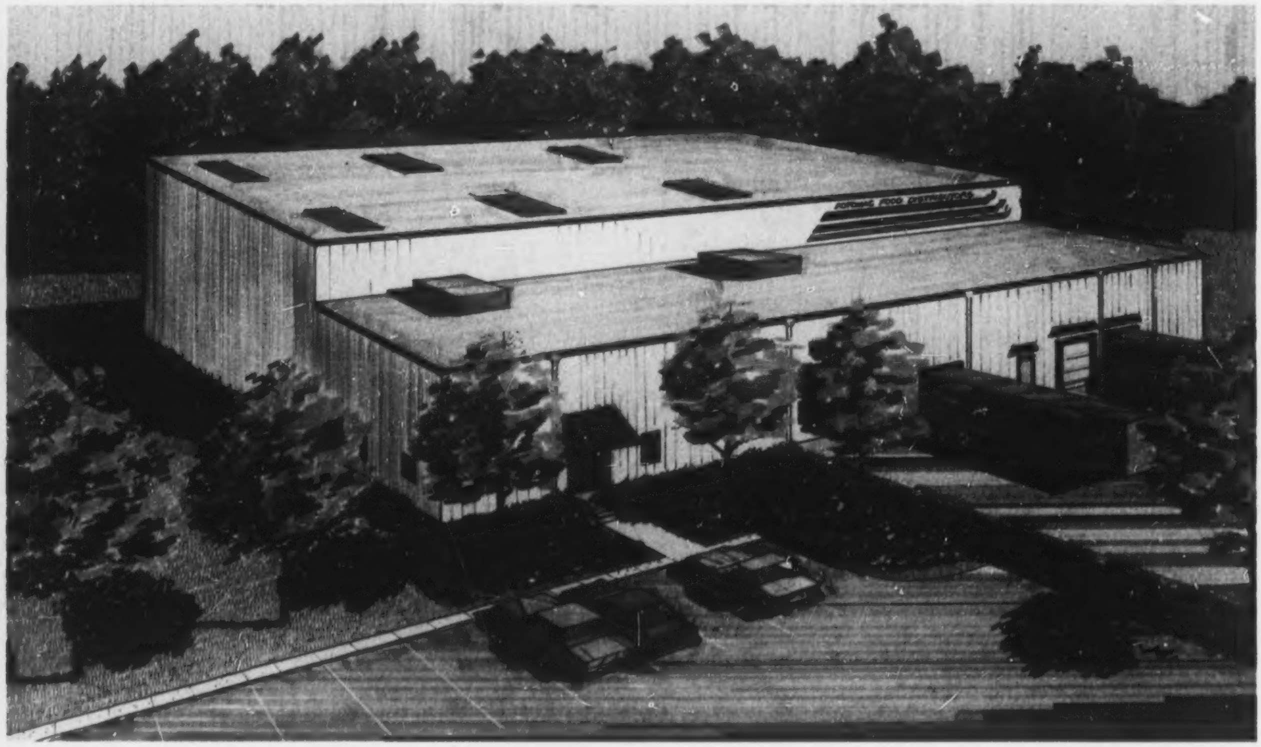

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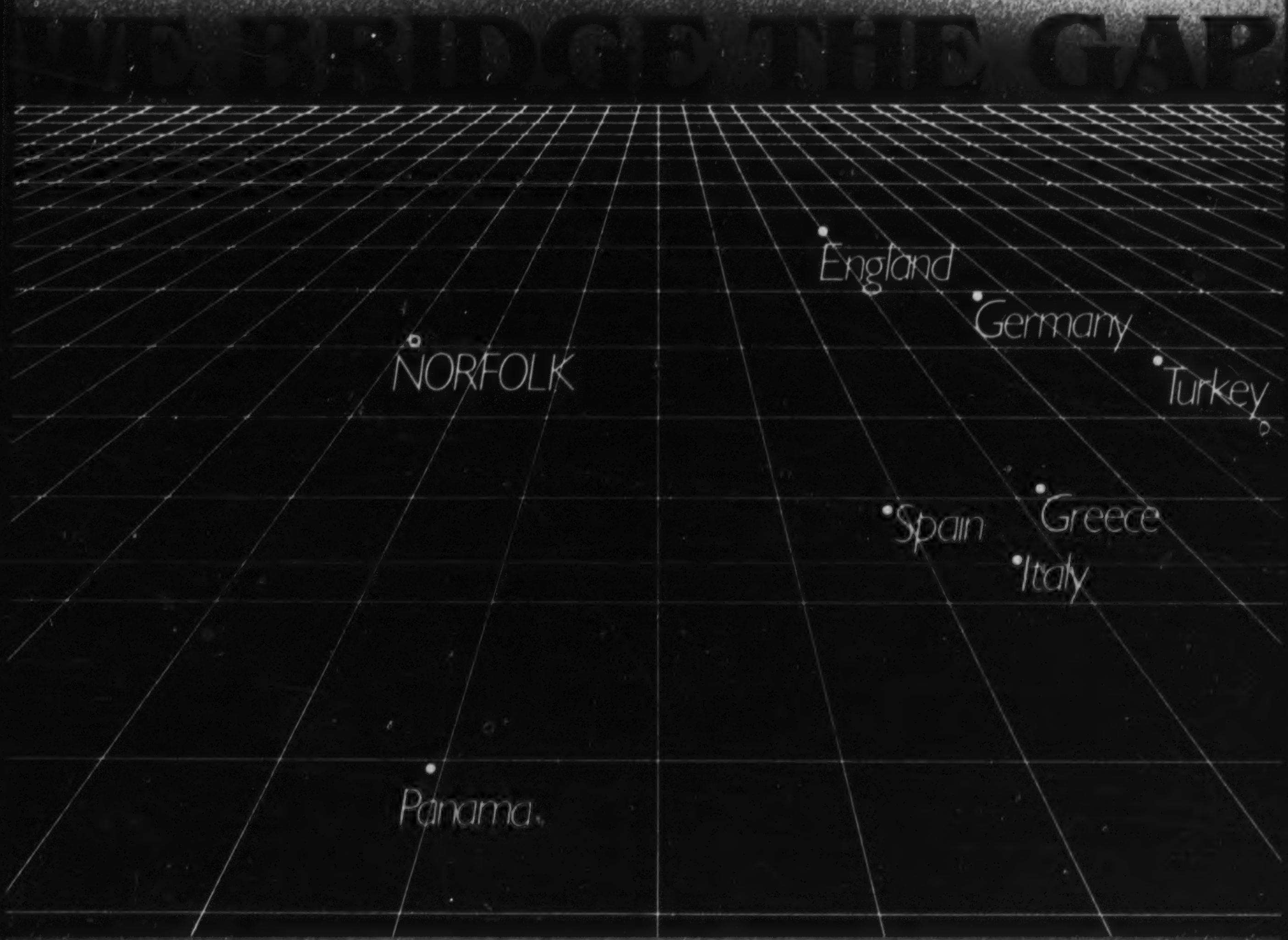

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Edwin R. Kopping, Sr.
Phil S. Smith
Professional distributor of grocery and perishable products in northern California. Offers complete shelf stocking, display building, and order writing services.

MASTER LOCK PROGRAM
2600 32nd Street
P.O. Box 10367
Milwaukee, WI 53210-0367
(414) 444-2800
Tony F. James
Peter Jung
Manufacturer of Padlocks, Entrance and Passage Way, Lever, Knob and Deadbolts Locks.

MAYBELLINE SALES CORPORATION
P.O. Box 413
Memphis, TN 38151
(901) 320-5123
Don C. Weldon
Recognized leader of eye, face and nail cosmetic products sales in the military resale market.

McCORMICK & COMPANY, INC.
414 Light Street
Baltimore, MD 21202
(301) 547-6198
John G. McCormick
Howard Dickerson
Robert Cliff
Bo Kitchens
Complete assortment of Spices, Onion & Garlic, Extracts, Food Colors, Teabags, Mexican Foods, Cake Decorations, Sauce & Gravy Mixes All fully supported by merchandising programs, distribution worldwide.
SB 10-500-015

McDONALD'S CORPORATION
One McDonald's Plaza
Oak Brook, IL 60521
(312) 575-3344
Wib Sutherland
Bruce Walters
Cliff Raber
Win Christiansen
Food service for over 7,000 stores. Domestic as well as international.

MEAD JOHNSON NUTRITIONAL GROUP
2404 Pennsylvania Street
Evansville, IN 47721-0001
(812) 426-6508
Daniel F. Kula
Richard Staffeldt
Mike Fulcher
Michael O'Rourke
Manufacturer of Infant Formulas: Enfamil, ProSobee, Nutramigen, and Pregestimil. Pediatric Vitamins: Tri-Vi-Sol, Poly-Vi-Sol, and Smurf's. Specialty Products: Mead Johnson Enriched Baby Food, Sustcal, Isocal, Tempra.
SB 10-500-303

MED!A NETWORKS, INC./3M
600 Third Avenue
New York, NY 10016
(212) 661-4800
Cheryl Trinka
Jiro Semba
Carlyle Smith
A division of 3M selling military advertising in national magazines to companies and corporations who have military product distribution to commissaries and exchanges on European and Pacific bases.

MEM COMPANY, INC.
Northvale, NJ 07647
(817) 465-4001
Richard Cromer
Diana Giuffrida
Cecil Dauer
Aristocrat Leather Products Inc., Members Only Fragrances For Men. Sales agents for Holmspray. Manufacturer of English Toiletries, Heaven Scent, Loves Baby Soft Fragrances and Tinkerbell Children's Toiletries to military commissaries and exchanges worldwide.
SB 10-500-498

THE MENNEN COMPANY
East Hanover Avenue
Morristown, NJ 07960
(201) 631-9154
William B. Amick
Dominic J. Larosa
Fred B. Lytal
Stephen H. Yarvis
The Mennen Company is a manufacturer of Health and Beauty Aids and Fine Fragrances.
SB 10-500-454

MID-ATLANTIC COCA-COLA BOTTLING CO.
51 Ritchie Road
Capital Heights, MD 0743
(301) 336-2030
Robert Ringer
Robert J. Mills
Tom Vandemortel
Manufacture and distribution of soft drinks.

MIDWEST MILITARY BROKERS, INC.
P.O. Box 20042
Denver, CO 80220
(303) 320-0905
Edward Pruett
Full service broker servicing military commissaries and exchanges throughout the Midwest and Southeast United States. Specializing in full service to commissaries and exchanges.

MILBRANDS, INC.
16475 Dallas Parkway
Suite 480
Dallas, TX 75248
(214) 931-2500
Richard K. Ryalls
Jack J. Braulik
Thomas F. Fehily
William D. Manning
Worldwide marketing and sales representatives for major manufacturer suppliers to commissaries, exchanges, and clubs.

MILES LABORATORIES, INC.
Consumer Healthcare Division
P.O. Box 340
Elkhart, IN 46516
(219) 264-8442
Dan M. Conti
R. C. Foyle
W. L. Abrams
Manufacturer of ALKA-SELTZER, ALKA-MINTS, ALKA-SELTZER Plus Cold Medicine, BACTINE, ONE-A-DAY brand vitamins and the leading children's chewable vitamins, FLINSTONES and SUGAR FREE BUGS BUNNY.
SB 10-500-292

MILITARY DISTRIBUTORS, INC.
P.O. Box 10
Oldsmar, FL 33557
(813) 855-1404
C. L. Lemma, Jr.
William Parker
Steven Poirier
Warehouse and delivery service for dry merchandise to all commissaries and exchanges in Peninsular Florida and Key West.

MILITARY DISTRIBUTORS/ POTOMAC FOODS, INC.
1175 International Parkway
Fredericksburg, VA 22401
(703) 752-2400
John Lazzari
George (Wally) Cook
Steve Cook
Distributor of frozen, chilled and dry goods to military commissaries and exchanges. Area of delivery: West Virginia, Western Pennsylvania, Maryland, Delaware and Washington, DC.

MILITARY DISTRIBUTORS OF VIRGINIA, INC.
Box 12733
Norfolk, VA 23502
(804) 855-0144
Jerry H. Jared
Wayne L. Duncan
John W. Payne
John Lazzari
Full service distribution of perishable and nonperishable products to Southern Virginia and North Carolina commissaries. Source Load Program for export to offshore, Europe and Panama.

MILITARY MEDIA INC.
One Lincoln Plaza
New York, NY 10023
(212) 724-6707
John Bradbury
Judith Bradbury
Betsy McQuade
Samuel Wender
MMI acts as an advertising representative for all 190 military base newspapers. A company can buy advertising at as few or as many bases as needed.

MILITARY RETAILING DIRECTORY
169 East Reynolds Road
Suite 204
Lexington, KY 40503
(606) 272-0421
James E. Brooks
Sidney Bernstein
J. R. Brooks
Marian Gulley
Publishers of the Military Retailing Directories issued quarterly. Two Exchange Editions and Two Commissary/Club Editions annually.

MILLER BREWING COMPANY
3939 West Highland Blvd.
Milwaukee, WI 53208
(414) 931-3620
FAX: 414-931-3735
Robert A. Kornack
William Bowdren
Martin Milbourne
Stevon Russell
Miller High Life, Miller Genuine Draft, Miller Lite, Lowenbrau Special, Lowenbrau Dark Special, Meister Brau, Milwaukee's Best

MOBIL CHEMICAL COMPANY
1169 Pittsford-Victor
Pittsford, NY 19534
(913) 648-6863
George Granberry
Harley Erb
Jim Butler
Manufacturers of Hefty Baggies and Kordite Brands of plastic bags; Hefty Foam Plates, Plastic Tumblers, Microwave containers and freezer supplies.
SB 10-500-247

MOHAWK MARKETING CORPORATION
149 Business Park Drive
P.O. Box 62226
Virginia Beach, VA 23462-0226
(804) 499-8901
FAX: 804-497-6690
Ed Stowers
Paul Bernier
Jack Henry
John Madden
Manufacturer's representative to military exchange system (all branches) worldwide; military, retail representative in Hawaii and Alaska with warehousing facilities for local stocking of products.

MONARCH CROWN CORPORATION
345 Park Avenue
New York, NY 10154
(212) 546-3192
Arthur Wilson
Michael Mellion
Walter M. Loving
John W. Kalberer
Monarch Crown Corporation subsidiary of Bristol-Myers Company, is the military government sales division for Bristol-Myers, Clairol, Drackett Products, Clairol Appliances and GOOD MEASURE.
SB 10-500-468

MONET JEWELERS
16 East 34th Street
New York, NY 10016
(212) 725-4700
Judy Murphy
Marion Pendergrass
Ann Urban
Jewelry Manufacturers

MOTHER'S CAKE AND COOKIE CO.
P.O. Box 24502
810 81st Avenue
Oakland, CA 94621
(415) 569-2323
Bill Witke
Gene Putman
Bob Jones
Steve Shute
Bakers of over 60 varieties of high quality packaged cookies, baked with pure vegetable shortening, and every single package is unconditionally guaranteed for quality, taste and freshness.
SB 10-500-037

MOTT'S USA
High Ridge Park
Stamford, CT 06905
(203) 968-7500
William T. Sanders
Herb Falkenburg
Albert R. Jester
Robert Zapletal
Manufacturers of MOTT'S APPLE SAUCE, APPLE JUICE, MOTT'S NATURAL STYLE APPLE SAUCE, APPLE JUICE, CLAMATO, BEEFAMATO, GRANDMA'S MOLASSES, AND SUPER MOTT PRUNE JUICE.
SB 10-500-341

MURRAY BAKERY PRODUCTS, INC.
P.O. Box 2207 (13)
Augustus, GA 30913
Tony Maddra
Jim Cairns
Owen Sharp
Richard Vanderploeg
Bakers of a complete line of cookies and crackers under the following labels: Murray, Mothers, Becky Kay, Barbara Dee, Mariettix, Roberts and Old Brussels.
SB 10-500-579

MYCROFT LTD. C/O FOREX
Justinianstrasse 22
6000 Frankfurt 1
West Germany
Tim Crilly
Angelos C. Angelidis
Paul K. McFarling

MYPORT II ASSOCIATES
13213 Vanessa Avenue
Bowie, MD 20715
(301) 262-2192
Richard "Dick" Porter, Sr.
Myrtle Porter
Robert Martini
Alberto Valdez
Broker products to military and government agencies, commissaries, clubs, and exchanges in the greater METRO Washington, DC area (VA, MD, DE, PA, NJ, and NY). Also Europe.

N

THE N. DeFILIPPES CORPORATION
383 Fifth Avenue, 4th floor
New York, NY 10016-3364
(212) 684-7557
TELEX: 236869
Del Stella
Seymour Baum
Warren B. Bradbury
Steven Stella
The N. DeFilippes Corporation is U.S. national advertising representative for AFN TV GUIDE, SPORT Overseas Military Edition, KOREA TV-GUIDE, OKINAWA TV-GUIDE and 180 Base Papers.

N. K. HURST COMPANY
P.O. Box 985
Indianapolis, IN 46206
(317) 634-6425
Needham S. Hurst
Dean A. Broadhead
Richard J. Huntley
W. C. Hurst
Top quality packaged dry beans, peas and lentils. Guaranteed against infestation and breakage. Represented by Francois L. Schwarz, Inc.
SB 10-500-264

NABISCO BRANDS USA
Biscuit Division
P.O. Box 302
7 Campus Drive
Parsippany, NJ 07054
(201) 682-7714
George Hanson
Don Sutherland
BISCUIT GROUP-Cookies, Crackers (RITZ, OREO, PREMIUM)
SB 10-500-150

NABISCO BRANDS, USA
Sales & Distribution Division
P.O. Box 308
6 Campus Drive
Parsippany, NJ 07054
(201) 682-6736
B. H. Benson
Phil Baker
Planters, Fleischmann, Blue Bonnet, Royal, Nabisco Cereals, Milk Bone Products, Cream of Wheat, Toastettes, Lifesaver Candy, Carefree Gum, Bubble Yum, Baby Ruth, Butterfinger, Breathsavers, Nabisco Confections, A.1. Sauce, Grey Poupon, Ortega Brand, Chun King, Regional Brands.

NAKIELNY SALES ASSOCIATES, INC.
26 Gilbert Stuart Drive
East Greenwich, RI 02818
(401) 885-5710
R. E. Nick Nakielny
We specialize in commissary sales in New England, New York and New Jersey.

NALLEY FINE FOODS, INC.
1822 Worcester Street
Baltimore, MD 21230
(301) 244-7177
John B. Young
Clarence Nalley
Distributors of: PENN MAID, SEALED SWEET, YOPLAIT YOGURT, GIANOLA Italian meats, LAND-O-FROST meats, WEAVER CHICKEN FRANKS, DEAN dips, OAK LAKE DIPS, OSCAR MAYER, KING sour dressing, RAPA scrapple, LEVER margarines, BORDEN'S cheese.

NALLEY'S FINE FOODS
3303 South 35th Street
Tacoma, WA 98411
(206) 383-1621
Dick Oliver
Dennis Johnson
Dennis Ross
Kathy Johansson
Manufacturer of Canned Convenience Foods: Pickles, Relish, Peppers, Mayonnaise, Salad Dressings, Syrup, Mustard, Peanut Butter and Snacks.
SB 10-500-466

NASH FINCH COMPANY
3381 Gorham Avenue
Minneapolis, MN 55426
(612) 929-0371
FAX: 612-924-4554
Jerry Barber
Mike Schug
Jerry Hoff
Steve Lumsden
Distributor of Groceries, Frozen Food, Candy, and Produce to the Military in the midwest and southeastern USA.

NATIONAL BEEF PACKING CO.
P.O. Box 978
Liberal, KS 67901
(316) 624-1851
1-800-835-9180
FAX: (316) 624-1851
Richard Moore
Jim Murphy
Donald Erickson
Rodney White
Major supplier of Box Beef to military commissaries. CO_2 and vacuum packaged products available. Full line of primal and subprimal cuts direct delivery on trucks.
SB 10-500-106

NATIONAL FRUIT PRODUCT CO., INC.
P.O. Box 2040
Winchester, VA 22601
(703) 662-3401
Ted Watson
Manufacturers of apple products, sauce, juice, apple butter, specialty products, and vinegar (White House Brand).
SB 10-500-046

NATIONAL INDUSTRIES FOR THE BLIND
524 Hamburg Turnpike
Wayne, NJ 07470
(201) 595-9200
Dan Boucher
Jeff Ditchek
Silvia Grove
Louis J. Romano
SKILCRAFT Quality Blind-Made Products, manufactured in 33 associated agencies, employing over 500 blind persons and providing over 14,000,000 units of household cleaning aids, flatware, and textiles to Exchanges and Commissaries.

NATURAL VITAMINS, INC.
P.O. Box 3502
1877 Penn Mar Ave.
South El Monte, CA 91733-0502
(213) 686-1165
Glenn H. Freeman
Michael R. Freeman
Charleen Calagna
Complete line of vitamins and dietary supplements sold for the past 16 years to commissaries and exchanges through worldwide network of brokers and distributors.
SB 10-500-540

NESTLE FOODS CORPORATION
100 Manhattanville Road
Purchase, NY 10577
(914) 697-2576
Henry T. Zeino
C. M. Lattin
A. R. Kish
E. O. Elliott
Manufacturers of fine beverage products (including coffee, tea, hot cocoa mix and milk additives), baking aids, confectionery chocolates, Libby quality juices, Crosse & Blackwell Specialty products and bouillons and seasoning.
SB 10-500-088

NEW CENTURY BEVERAGE COMPANY
630 Valencia Street
San Franciso, CA 94110
(415) 861-8820
John Paulson
Randy Wilde
Nancy Guerrero
Diane Pearson
Distributors of Belfast, Mug Root Beer, Pepsi, Schweppes, Sunkist, Country Time, Hawaiian Punch, Slice, Canfields.
SB 10-600-057

NEW ENGLAND APPLE PRODUCTS CO.
P.O. Box 2425
Littleton, MA 01460
(617) 486-3521
William McDonald

NORITAKE CO., INC.
2454 Trade Mart
Dallas, TX 75207
(214) 742-9389
Tom C. Scheurer
Manufacturers and distributors of fine China, Crystal Stemware, casual dinnerware, Pressed glass crystal, and Bone china giftware. Noritake, a name synonymous with high quality tableware, is sold throughout the world.

NORTON FOOD COMPANY, INC.
P.O. Box 280
Urbanna, VA 23175
(804) 758-2335
Sheldon F. Hall, Jr.
Allen P. Hall
Sheldon F. Hall, Sr.
James P. Jenkins, Jr.
Twenty years as full service military distribution specialists serving commissaries, exchanges, clubs, in Southeastern Virginia, ships afloat, overseas, representing frozen, refrigerated, dry grocery and other.

NOXELL CORPORATION
11050 York Road
Hunt Valley, MD 21030-2098
(301) 785-7300
Martin F. Murphy
Gary A. Chadwick
Robert A. Polich
Peter Weckwerth
Manufacturer of Clarion Cosmetics, Cover Girl Make-Up, Noxzema Skin and Shave Cream, Rain Tree Lotion, Lestoil Cleaner and 2 Alarm Chili for resale in commissaries and exchanges worldwide.
SB 10-500-322

NUTRASWEET COMPANY
4711 Golf road
Skokie, IL 60077
(312) 982-7000
Jack Weissman
Tom Nelson
Manufactures and markets NutraSweet® brand sweetening ingredient and Equal® Low Calorie Sweetener with NutraSweet®.
SB 10-500-420

O

OCEAN SPRAY CRANBERRIES, INC.
Executive Offices
225 Water Street
Plymouth, MA 02360
(617) 747-1000
Robert F. O'Toole
Patrick M. McCarthy
Anna Cobb
Ocean Spray Cranberries, Inc.—Ocean Spray Cranberry Drinks, the Number One selling brand in the bottled and canned juice drinks category. The first to offer the consumer aseptic packaging.
SB 10-500-080

ODOMS TENNESSEE PRIDE SAUSAGE INC.
1201 Neely's Bend Road
Madison, TN 37115
1-615-868-1360
Watts 1-800-FARM BOY
Tenn Watts 1-800-342-1485
Joe C. Taylor, Sr.
Tom Keim
Dick Belsito
Manufacturer and distributor of a complete line of premium Whole Hog country sausage. Fresh items: #1 & #2 Chubs, Patties, Links. Pre-cooked (microwaveable) items: Sausage & Biscuits, Patties & Links.
SB 10-500-337

OFF DUTY ENTERPRISES
3303 Harbor Boulevard, C-2
Costa Mesa, CA 92626
(714) 549-7172
Walter B. Rios
Dan Charobee
Gail Perkins
Melinda Derthick
OFF DUTY Magazine, with 708,000 circulation, offers separate editions for Europe, Pacific, CONUS and Hawaii, distributed door-to-door in government housing areas and at commissaries, exchanges, clubs and recreation facilities on military bases.

OFF SHORE MARKETING ASSOCIATES
Zur Burg 14
6238 Hofheim-Wallau
West Germany
Lewis W. Smith
Frank Butler
Magda Butler

ONEIDA, LTD.
Sales, Military Division
Oneida, NY 13421
(315) 361-3146
TELEX: 6854507 ONEIDAUW
FAX: 315-697-2277
Frank Mutz
Rick Marburger
Jeannine Bohrer
Domestic made silver and stainless steel flatware and holloware.

ORAL-B LABORATORIES, INC.
One Lagoon Drive
Redwood City, CA 94065-1564
(800) 874-5772
Milton Truax
Gary Downing
Manufacturer of dental care products, the Oral-B Right Angle and Character line of toothbrushes plus the Oral-B Dental Floss and Super Floss.
SB 10-500-448

The military is our first commitment

monarch crown corporation

A Subsidiary of Bristol-Myers Company

BRISTOL-MYERS PRODUCTS • CLAIROL PRODUCTS • DRACKETT® PRODUCTS

Harry... I'll bet it's NEW from Drackett
How Perceptive!
NEW!
DUAL ACTION
VANiSH
Thick Heavy Duty
Superior Combination of Cleaning and Freshening!

Listening and innovation are what made VANiSH #1 in the $200-million bowl care category. Now, we're at it again with New Dual Action Liquid VANiSH®.

First, we listened. Consumers told us that they liked the fresh *fragrance* and *thickness* that detergent-based liquids offer. But, they're not willing to give up the *cleaning performance* that acid-based liquids offer to disinfect and clean dirt, rust and mineral stains.

Next, our R & D experts went to work to develop a true technological breakthrough formula that does it all. New Dual action Liquid VANiSH has the cleaning power consumers need and freshness and thickness they want. Plus, it comes in a new directional package, contoured to get up under the rim.

Drackett is communicating all these benefits with $10-million in introductory advertising* and an FSI offer to try new Liquid VANiSH *free*

Cash in on another new idea from the bowl care leader—Drackett.

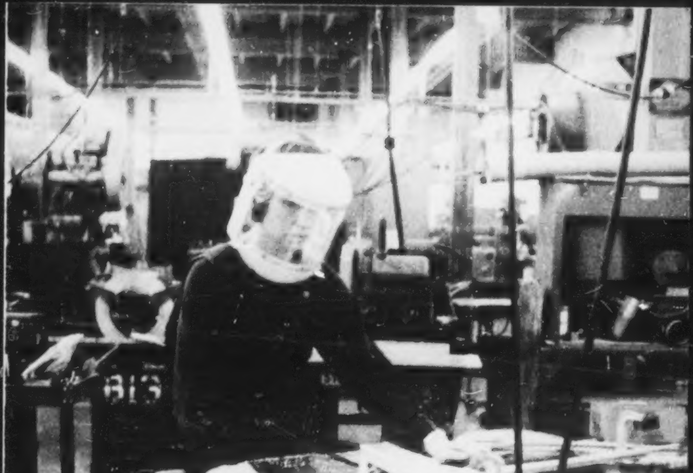
*Annual rate

© 1987 The Drackett Company

SKILCRAFT

FOCUS ON OUR FUTURE

Shaping Tomorrow Together



National Industries For The Blind — Where Sales Equal Employment

Each time you purchase a SKILCRAFT product, you take two steps towards the future with us. *First*, you benefit from a quality, 100% American-made household product, competitively priced. *Second*, your purchase provides employment for thousands of legally blind workers across the United States in industries associated with National Industries for the Blind. For these blind men and women, SKILCRAFT employment means a chance to discover the dignity of work and the pride of earning wages.

SKILCRAFT workers have been manufacturing brooms, mops and brushes for military families since 1955. In recent years the SKILCRAFT label has expanded to include candles, sponges, plastic flatware, pillows and more. As a result of your patronage, SKILCRAFT blind-made products achieved sales of over 16 million dollars in 1986, greatly increasing employment opportunities for blind Americans.

Together we can shape tomorrow... because SKILLCRAFT purchases ensure that our numbers of quality products and blind employees will continue to grow. SKILCRAFT and you-...*Shaping Tomorrow Together.*

NATIONAL INDUSTRIES FOR THE BLIND

Pillsbury

We want to be your Preferred Supplier

We are the men and women of The Pillsbury Company Special Markets Sales division and we think our initials help spell out what we are dedicated to do for you our military customers.

TRAIN our people to provide you with patron oriented product expertise.

PLAN so that events are timely and out of stocks are minimized.

CREATE effective military promotions that add value and excitement to your stores.

SELL the right product mix to insure your patrons' satisfaction.

MERCHANDISE your shelves, frozen cabinets and displays for maximum sales impact.

SERVICE all of your stores on a consistent and timely basis.

We're…

Fred Eddowes
Jim Kraft
Bill Smith
Steve Carvel
Jeanne Blake
Candy Johnson
Laura Kodytek
Barb Tkach
Lisa Murphy
Lynn Hagen
Don Sampson
Joyce Bay
Vern Caples
Bob Anderson
Aaron Berg
Cheryl Holland
Mike Kimrey
Julie DuRoss
Scott Coyle
Jim Mazza
Mike LaMorte
Mike Smyth
Steve Trainor
Jim Stringfield
Peter Seiffert
Dale Bendixen
Paul Deer
Paul Rasmussen
Char Shaffer
Doug Hanson
Frank Benavidez
Ken Rhodes
Jillian Dugger
Deon Maruyama
Eileen Pierce
Katherine Knight

…Poppin Fresh Doughboy and the Jolly Green Giant

Also, our broker partner for many years FLS INC.

and we appreciate your business…

Committed to serve you
who serve all of us…

ORE-IDA FOODS, INC.
P.O. Box 10
Boise, ID 83707
(208) 383-6100
Ray Gadd
David Paganucci
Vince Shaar
George Denman
Leading manufacturer of frozen foods, selling products under the brand names of: Ore-Ida--potatoes/onions/corn, Weight Watchers meals/desserts, Steak-Umm sandwich steaks.
SB 10-500-440
SB 10-500-553
SB 10-500-575

OSCAR MAYER & COMPANY
P.O. Box 7188
Madison, WI 53707
(608) 241-3311
Henry G. Mueller, Jr.
Tom Duesler
Eugene E. Jarrel
Ron Hayles
Consumer packaged hot dogs, sliced luncheon meats, bacon, pork sausage, canned hams, refrigerated pickle products. Turkey processed meats and fresh/frozen turkeys and parts.
SB 10-500-025

O'SEAS POST MAGAZINE
Westendstrasse 25
6 Frankfurt/Main 1
West Germany
69-747040
Jack Juratli
Monthly television, entertainment and travel magazine for American Forces in Germany, including Berlin. Special features include Classified Ads, Soap Opera News, Recipes, Euro-Calendar, AAFES, and Community News. 75,000 copies distributed.

OSC/MONETTE
2100 Palm Beach Lakes Boulevard
West Palm Beach, FL 33409
(305) 683-4090
Frank J. Hogan
Larry Abbott
Len Boyle
Gene Elias
Representation of leading brand name consumer products to all commissaries and exchanges, worldwide, since 1947.

P

PANASONIC COMPANY
One Panasonic Way
Secaucus, NJ 07094
(201) 348-7658
Ed Kearns
M. J. Guiheen
Mitsuko Suzuki
Manufacturer of consumer electronic goods (Television-Video recorders-radios, etc.) to military exchanges.

PANTRY SHELF, INC.
4954 Space Center
San Antonio, TX 78218
(512) 661-4674
Robert S. Downey
Full service distributor of foods and specialty items to military commissaries and exchanges in the South Texas area, from the truck to shelf.

PASQUALE FOOD CO., INC.
19 West Oxmoor Road
Birmingham, AL 35209
(205) 942-3371
George Williams
John C. Sanford
Lester Newby
Representatives of Pasquale Food Co., Custom Food Co., Wholesale Pizza Co., Northwest Pizza Co., The Fresh Express Co., Inc. and Pasta Makers, Inc.

PARFUMS CARON
16 East 52nd Street
New York, NY 10022
(212) 750-1111
Peter Thiel
Distributor of French perfumes such as Nocturnes, Bellodgia, and Le 3E Homme. Parfums distributed in the United States by Oriane, Inc.

PAUL BAKER, INC.
P.O. Box 243
Lorton, VA 22079
(703) 643-1999
Iver J. Olsen
Woodrow L. Corbin
A snack food distributor serving commissaries in the Washington, DC metropolitan area. Storedoor delivery of potato chips, pretzels, corn products, nuts and related items.

PEDONE & PARTNERS
909 Third Avenue
New York, NY 10022
(212) 319-2000
Art Becker
A full service advertising agency with specific expertise in marketing to the military.

PENNWALT CORPORATION
Pharmacraft Division
P.O. Box 1212
Rochester, NY 14603
(716) 475-9000
Gerald R. LeBlanc
A pharmaceutical manufacturer of consumer products which are sold through military commissaries and exchanges, including Allerest, Cruex, Desenex, and Sinarest.
SB 10-500-611

PENTEL OF AMERICA
2805 Columbia Street
Torrance, CA 90509
(213) 320-2831
FAX: 213-533-0697
Robert W. Seeman
Steve Barron
Gary Danielson
Emil Mongeon
Manufacturer of writing instruments, automatic pencils, leads, rolling writers, markers and art materials to military commissaries and exchanges worldwide.

PEPPERIDGE FARM, INC.
Military Sales Office
1510 Commercial Park Drive
Suite 4
Lakeland, FL 33803
(813) 665-4225
Donald L. Fisher
Randa Barto
Pete Trivers
Ralph Divito
Providing quality Bakery Products (Bread, Rolls, Stuffing, Croutons & English Muffins) plus Biscuit Products (Cookies & Crackers) to military installations throughout CONUS and Overseas.
SB 10-500-211
SB 10-600-099

PEPSI-COLA COMPANY
Whitehall Corners
Somers, NY 10589
(914) 767-7693/95
FAX: 914-767-7762
John T. Frank
Kathleen Beveridge
Corporate Headquarters for Pepsi-Cola, Diet Pepsi, Pepsi Free, Diet Pepsi Free, Mountain Dew, Pepsi Light, Slice, Diet Slice, Apple, Cherry and Orange Slice.

PERDUE FARMS, INC.
113 Edinburgh South
Cary, NC 27511
1-800-372-6573
Kory Hooker
Roger Cowey
Gerald Farrelly
Jack Coleman

PET, INCORPORATED
P.O. Box 392
St. Louis, MO 63166
(314) 622-6371
Richard M. Macheske
R. A. (Dick) Barrick
John N. Galus
William J. Nagle
A multi-product food company specializing in consumable food commodities both in dry grocery as well as frozen. Complete lines of Mexican and Italian products.
SB 10-500-344

PETER PAUL CADBURY, INC.
New Haven Road
Naugatuck, CT 06770
(203) 729-0221
James W. Rowlette
SB 10-500-566
SB 10-600-020

PFIZER INC./LEEMING PACQUIN DIVISION
235 East 42nd Street
New York, NY 10017
(212) 573-3140
E. Lloyd Stakebake
Manufacturer of toiletries and proprietaries (BARBASOL, BEN GAY, DESITIN, PACQUIN, UNISOM, VISINE, VISINE A.C., BONINE, EQUALACTIN, RID, and WART-OFF)
SB 10-500-394

PHIL SINGER ASSOCIATES, INC.
10 Foster Avenue
Suite C-1
Gibbsboro, NJ 08026
(609) 435-5300
Phillip Singer
Patti Gold-Singer
Evan Singer
Specialist in heightened, high profile products. In house creative and advertising department capable of developing a complete consumer supplement image marketing for "brand name" manufacturers. "We Tempt the Customers to the Product"

PHILIP MORRIS INTERNATIONAL
E.E.C. Region
Wilhelm-Leuschner-Str. 7
6000 Frankfurt/Main 1
West Germany
Telephone 069-230199
Telex 416730
Richard L. Wilhelm
David Watson
Joe Keller
Robert German
Manufacturer and supplier of popular brand name cigarettes: Marlboro, Benson & Hedges, Merit, Cambridge, Players and Virginia Slims. Sales to Europe, Middle East and Africa.
SB 10-500-175

PHILIP MORRIS USA
120 Park Avenue
New York, NY 10017
(212) 880-5000
Ted Costas
Ralph Atlas
George Powell
Manufacturer and supplier of popular brand name cigarettes (Marlboro, Benson & Hedges, Cambridge Lights, Parliament Lights, Players, Merit, Virginia Slims) to commissaries, exchanges, clubs, veterans canteens and other military resale outlets worldwide
SB 10-500-175

PILLSBURY COMPANY
Mail Station 2288
Pillsbury Center
Minneapolis, MN 55402
(612) 330-8518
James R. Kraft
Robert Dussik
Fred C. Eddowes
Consumer food products, canned and frozen vegetables, flour based products, frozen pizza and popcorn, and refrigerated dough products to military commissaries and exchanges worldwide
SB 10-500-154
SB 10-500-099
SB 10-500-422
SB 10-500-606
SB 10-500-600

THE PINKERTON TOBACCO COMPANY
P.O. Box 11588
Richmond, VA 23230
(800) 367-3677
J. D. Lawson
P. M. Lanzarotta
C. R. Russell
Manufacturers and marketers of Red Man, Granger Select Work Horse, Red Horse, Day's Work and Apple Chewing Tobaccos. Also Velvet Granger and Black Clipper Smoking Tobacco
SB 10-500-198

PLANTATION-SYSCO
Military Distribution Division
2540 Shader Road
P.O. Box 15890
Orlando, FL 32858
(305) 299-3700
Charles W. Conti
Jonathan McBee
David M. Tavernier
Tom Tecca
Distributor of brand name perishable and nonperishable products exclusively to the military resale market in Florida, Georgia, South Carolina, Puerto Rico, Guantanamo Bay and down range facilities.

PLOUGH SALES CORPORATION
3030 Jackson Avenue
Memphis, TN 38151
(901) 320-2316
Frank J. Coughlin
Manufacturers of: Coppertone, Tropical Blend QT, Solarcaine, Paas Easter products, Aftate, Aspergum, Correctol, DiGel, Duration, Feen-A-Mint, Sulfur-8, St. Joseph Children's products, and Paas Halloween products.
SB 10-500-200

POLAR DISTRIBUTION SERVICES, INC.
2320 Milwaukee Way
P.O. Box 42171
Tacoma, WA 98442
(206) 272-8206
George Doherty
Kate Doherty
Distributor of groceries: dry, frozen, refrigerated. Delivery to military commissaries, exchanges, clubs, and food service. Covering Washington, Idaho, Montana, Utah, Oregon, and Alaska

POLY-TECH COMPANY
Division of D & W Plastics
1401 West 94th Street
Minneapolis, MN 55431
(612) 884-7281
Frederick M. Reetz
Dave Wilbur
Manufacturer of extruded plastic and polyethyline products (plastic trash bags, flat sheeting and covers) made available for resale in commissaries and exchanges worldwide
SB 10-500-259

POST SALES & SERVICE, INC.
1785 Olive Street
Beaver Heights, MD 20743
(301) 773-7711
Joe L. Miller
Blanche F. Miller
James Sherman
Full service military distributors of candy, cookies, snacks, specialty/ethnic/dietetic foods, coffee beans, kitchenware/household cleaners, HABAs and vitamins in Northeast U.S. states.

PRESTO PRODUCTS, INCORPORATED
670 N. Perkins
Appleton, WI 54911
(414) 739-9471
Al Dobbratz
Larry Slauter
Manufacturer of Consumer plastic bags & wraps, Baby Wipes, Wet Wipes, Cotton Swabs, Plastic Cutlery, Household Deodorizers and other quality household products.
SB 10-500-060

PRO-LINE CORPORATION
2121 Panoramic Circle
Dallas, TX 75212
(214) 631-4247
James E. Cottrell
Robert Scott
Manufacturer of hair and skin products

PROCTER & GAMBLE DISTRIBUTING COMPANY
P.O. Box 599
Cincinnati, OH 45201
(513) 983-2835
E. A. Devany
T. S. McFadden
B. J. Hance
Manufacturing and Marketing a wide range of laundry and cleaning products, paper products, personal care products, food products and a variety of products for business and industry.
SB 10-500-049
SB 10-500-014

Q

QLM ASSOCIATES, INC.
470 Wall Street
Princeton, NJ 08540
(609) 683-1177
FAX: 609-683-1177
J. Anthony Mitchell
Supplier of a full range of promotion services for marketers of consumer goods and services, and specialists in the development of promotion programs for the military consumer

QUAKER OATS COMPANY
345 Merchandise Mart Plaza
Chicago, IL 60654
(312) 222-7138
James R. Graef
Jerry Fox
Joe Shirk
Bud Rhea
The Quaker Oats Company is a major manufacturer of cereals, baking mixes, syrup, corn products, snacks, pork and beans, specialty bean products, pasta, packaged dinners, isotonic drinks, pet foods and frozen food serving the military worldwide
SB 10-500-087
SB 10-500-516

R

R&R COMMUNICATION GmbH
Koering Strasse
D-6906 Leimen
06224-7060
Ellis F. Anderson
Mark Bauer
Conrad Quagliaroli
Guenter Roehm
Publishes R&R Germany, Britain and the MED, three magazines, each specialty edited for area of circulation, collectively the largest circulation publication for U.S. Forces in Europe

R. J. REYNOLDS TOBACCO, U.S.A.
401 North Main Street
Winston-Salem, NC 27102
(919) 777-6338
Ralph Gaillard
R. B. Beasley
Robert D. Sherrod
R. D. Rierson
Manufacturer of Camel, Winston, Salem, Vantage, Doral, Century, and other cigarettes to military commissaries, exchanges, veterans canteens, clubs and other military resale outlets
SB 10-500-053

R. J. REYNOLDS TOBACCO INTERNATIONAL, INC.
401 N. Main Street
Winston-Salem, NC 27102
(919) 777-5000
Mack C. Dagenhart
S. Harold Hinson
Joann Sprink
Mike McCann
Manufacturer of Camel, Winston, Salem, Vantage, Doral, Sterling, Century, and other cigarettes for oversea military sales, excluding Alaska and Hawaii
SB 10-500-053

R. T. FRENCH COMPANY
1 Mustard Street
P.O. Box 23450
Rochester, NY 14692
(716) 482-8000
J. D. Crowley
W. R. Ausenbaum
Don L. Calabrese
Manufacturer of mustard, Worcestershire Sauce, Spices, Seasonings, Steak Sauces under the French's label. Also manufactures Airwick Products, Carpet Fresh, Stick-Ups, Glamarene Brands, Magic Mushroom, Bully Toilet Bowl Cleaners, Snowy Bleach, Mr. Bubble Bubble Bath. Also manufactures Herb-Ox Bouillon
SB 10-500-199
SB 10-500-170 (A&B)

RALSTON PURINA COMPANY
Checkerboard Square-6GW
St. Louis, MO 63164
(314) 622-5741
Andre M. Ranney
World's largest producer of dry dog and dry-and-soft-moist cat foods. Other grocery products include cereals, canned tuna, and soups.
SB 10-500-282

RAMFJELD & COMPANY INC.
270 41st Street
Brooklyn, NY 11232
(212) 768-3203
M. Fjeldheim Nielsen
VIKINGS DELIGHT brand imported & domestic canned fish
SB 10-500-298

RAMPART MARKETING, INC.
2220 W. 104th Place
Northglenn, CO 80234
(303) 451-5368
Harley Magee
Richard E. Day
Ray White
Larry Day
Rampart presently serves bases in Colorado, Oklahoma, Texas, and Wyoming. We are large enough to serve you, and small enough to care

RAND'S INC.
P.O. Box 630
Little Rock, AR 72203
(501) 376-3881
Sandra Fisher
Gail Gray
Frank Hilliard
Mark Carter
Wholesale Grocery

REESE BROKERAGE
P.O. Box 40423
Nashville, TN 37204-0423
(615) 269-3456
Larry Reese
Darrell Reese
Provides full food brokerage services for grocery, frozen foods, and health & beauty aids to military bases in Tennessee, Kentucky, Alabama, Mississippi, and the Florida Panhandle. Special floral department that specializes in military commissary sales

REVLON GOVERNMENT SALES, INC.
767 Fifth Avenue
New York, NY 10022
(212) 572-5940
Richard H. Metzler
Matthew H. Hitchcock
Harvey S. Blank
Thomas J. Youngerman
Manufacturer of cosmetics, fragrances, toiletries to military commissaries and exchanges worldwide

REYNOLDS METALS COMPANY
Consumer Products Division
6603 West Broad Street
Richmond, VA 23261
(804) 281-4678
W. P. Bertelsen
P. W. Miltenberger
S. D. Wyllie
Manufacturer of Reynolds Wrap and Diamond Household Foil, Reynolds Brand Oven Cooking Bags, Plastic Wrap, Redi-Pan, Freezer Paper and Cut-Rite Wax Paper for military exchanges and commissaries worldwide
SB 10-500-210

RICE GROWERS ASSOCIATION OF CALIFORNIA
P.O. Box 958
Sacramento, CA 95804
(916) 371-6941
Robert L. Steele
J. G. Lallande III
Rice cooperative manufacturing HINODE Long Grain Rice, HINODE Calrose Rice, HINODE Brown Rice, KOKUSAI ROSE NEW VARIETY Rice and SELLO ROJO Rice made available for resale in commissaries and exchanges worldwide
SB 10-500-574

RICELAND FOODS
One Financial Centre, #420
Little Rock, AR 72211
(501) 225-0936
Steve Swesey
World's largest milling and marketing cooperative organization servicing more than 100 countries; products in military resale system: Riceland Rice, Chef-Way oil and shortening label
SB 10-500-218

RICH-SEAPAK CORPORATION
P.O. Box 667
St. Simons Island, GA 31522
(912) 638-5000
James K. Bankston
Thomas A. Ackerman
Manufactures a complete line of seafood products available to military commissaries worldwide
SB 10-500-525
SB 10-500-314
SB 10-500-647

RICHARDSON-VICKS INC.
Vicks Health Care & Personal Care Products Divisions
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Wilton, CT 06897
(203) 834-5000
Andre Guilbert
Al Antici
William Frost
Manufacturer of leading brand name consumer packaged products: Vicks Cough-Colds-Throat Drops-Vitamin C Drops-Percogesic-Chloraseptic-Norwich Aspirin-Encaprin-Head & Chest-Dramamine-Icy Hot-Olay-Clearasil-Fasteeth-Fixodent-Complete-Saxon-Wondra. All items for resale in military outlets worldwide
SB 10-500-301

RIVIANA FOODS, INC.
P.O. Box 2636
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(713) 529-3251
John W. Copenhaver
Paul A. Galvani
Rice miller and packer of: Mahatma, Watermaid, Carolina, River and Success Rices. Plus, other leading rice products such as prepared rice mixes, instant rice and generic-pack rice products
SB 10-500-401

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P.O. Box 275
Broadway, VA 22815
(703) 896-7001
Telex No. 82-2444
Henry L. Holler
Charles W. Kucharik
Linda T. Yankey
A diversified poultry processing concern; capacity to produce retail pack and institutional pack for all military needs; items include chicken (whole and cut-up) and cornish hens
SB 10-600-006

ROSS LABORATORIES
Division of Abbott Laboratories
625 Cleveland Avenue
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(614) 227-3044
Henry L. Meyer
Don Waters
Manufacturer of infant nutritionals including SIMILAC WITH IRON and ISOMIL, as well as the ENSURE line of medical nutritionals. H.B.A. items: SELSUN BLUE, MURINE Eye and Ear Care products, TRONOLANE, Faultless products
SB 10-500-318

ROWNTREE DEMET'S INC.
230 W. Monroe Street
Suite 2738
Chicago, IL 60606
(312) 443-0893
TELEX: 9102215609
Barry Fulford
Bruce Chappelear
Manufacturers and distributors of full range of chocolate candy, including After Eight mints, Turtles, Turtle, French Chocolate Mint, Big Cat and Creamy Caramel bars, Caramel Mallow and other creme Easter Eggs
SB 10-500-521

ROYAL CROWN COLA COMPANY
Gould Center East Tower
Suite 500
2550 Golf Road
Rolling Meadows, IL 60008-4092
(312) 981-4000
John H. Lockwood, Jr.
Manufacturers and distributors of Royal Crown Cola, Royal Crown 100, Royal Crown 100 Diet, Diet Rite, Cherry RC, Diet Cherry RC, Upper 10 Products, Nehi Flavors, Nehi Mixes, and Kick products to military exchanges and commissaries worldwide

S

S & K SALES COMPANY
125 Greenwich Avenue
Greenwich, CT 06830-5594
(203) 869-7060
Richard A. Steinberg
Charles N. Alexander
Peggy Barry
J. Brayton Fogerty
Professional sales representation of consumer product companies to commissaries, post exchanges and ships afloat through three specialized sales forces

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1525 Howe Street
Racine, WI 53403
(414) 631-4474
TELEX: 264429
J. A. (Tony) Harbin
p.ff.1Furniture Polishes, Floor Waxes, Soil/Stain Removers, Fabric Softeners, Air Fresheners, Household Cleaners, Shampoos, Conditioners, Shave Creams, Hand/Body lotions, Insecticides and Repellents
SB 10-500-071

S. M. FLICKINGER CO., INC.
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P.O. Box 4812
Syracuse, NY 13221
(315) 437-7120
Patrick E. Cupelo
Richard B. Dunham
Frank Emmi
Distribution of grocery products (including dry grocery, frozen, dairy, and meat) to the military resale system in New York state

S. PRAWER & COMPANY
150 Read Street
P.O. Box 1400
Portland, ME 04104
(207) 775-0223
Gilbert Prawer
Louis Janson
Marilyn Prawer
Distributors of dry groceries, refrigerated foods, candy and HABA to Commissaries/Exchanges throughout the Northeast and Mid Atlantic states as far as Virginia, as well as DPSC, AAFES. Source Loads and Container Shipments. We presently make deliveries of all types including "Daily"—"FSD"—"More Frequent"—"Weekly", servicing over 65 delivery points representing more than 180 major packer/manufacturers

S. SCHWARTZ SALES, INC.
40 Eisenhower Drive
Paramus, NJ 07652
(201) 368-8135
Samuel Schwartz
Michael E. Difilippo, Jr
Saul Richman
Barbara Schwartz
Serving the military in the Eastern U.S. as a manufacturers' representative since 1966, specializing in household supplies, paper/plastic goods, frozen and non-perishable foods

SAFEWAY STORES, INC.
1300 Diamond Springs Road
Suite 500
Virginia Beach, VA 23455
(804) 460-3050
Bernie McHugh
James Lake
Distributing: Dry, Frozen, Perishables, HABA, Deli & Chilled serving Southern Virginia, North Carolina Off-Shore, Panama, Puerto Rico & Europe

ST. IVES LABORATORIES, INC. USA
8944 Mason Avenue
Chatsworth, CA 91311
(714) 731-3862
Robert S. DeMoss
Doris M. Fox
Manufacturers-Swiss Formula Hair & Skin Care Products
SB 10-500-160

SARVIS, INC.
8130 Baymeadows Way, West
Suite 300
Jacksonville, FL 32216
(904) 731-8000
Richard Sarvis
Larry Blood
John Boots
Jim Harris
Services major companies in the dry grocery, H&BA, household, candy, frozen and chilled categories through its Commissary, Perishable, Exchange and International sales divisions

SCHERING CORPORATION
Galloping Hill Road
Kenilworth, NJ 07033
(201) 558-4972
William E. (Jack) Little
George Donker
Gary J. Norman
Michael Walsh

SCOT LAD FOODS, INC.
One Scot Lad Lane
Lansing, IL 60438
(312) 895-2300
John R. Linn
William C. Confer
Dick Jackson
Robert Calder
Scot Lad is full line voluntary food wholesaler throughout the Midwest. Currently distribute grocery, frozen food, dairy products in Illinois, Indiana, Michigan, Ohio, Kentucky, Missouri, West Virginia, Pennsylvania, Tennessee, and Arkansas

SCOTT PAPER COMPANY
Scott Plaza 1
Philadelphia, PA 19113
(215) 521-5000
FAX: 215-522-6447
Edward L. Ebert
Jim Carmack
Donald J. Federroll
Barry J. Kotek
Manufactures, markets and sells a full line of household paper products including Paper Towels, Bathroom Tissue, Napkins, Facials, Premoistened Wipes for Babies and Adults
SB 10-500-320

SCRIVNER, INC.
P.O. Box 26146
Oklahoma City, OK 73126
(405) 670-7200
William Coffey
Mark Chism
Chondra Cheeatham
Fred Cox
Wholesale food distributor for dry groceries, frozen food, dairy products, fresh & frozen meat, fresh produce, HABA, and eggs

SEIKO TIME CORPORATION
640 Fifth Avenue
11th Floor
New York, NY 10019
(212) 649-4852
Gerry Ragucci
Distributor of Seiko and Lassale quartz watches and Seiko quartz clocks

SELECT-SYSCO FOODS, INC.
P.O. Box 3097
Hayward, CA 94540
(415) 785-1000
E. R. Rasnick
Dee F. Akers
Military Distributor for perishable and nonperishable grocery products, serving all installations in Northern California and Reno, Nevada area. Manufactures' products delivered on schedules designed to accommodate store requirements

SENECA FOODS CORPORATION
1162 Pittsford-Victor Road
Pittsford, NY 14534
(716) 385-9500
Michael L. Gerlach
Libby's Brand Vegetables, Seneca Brand frozen Apple, Natural Apple, Grape and Natural Grape Juice, Cranberry Juice Cocktails; Seneca Brand bottled Apple, Grape and Lemon Juice, Cranberry Juice Cocktails, Applesauce and Mushrooms
SB 10-500-115
SB 10-500-482

SERVICE DELI INC.
2000 Hawkins Circle
Huntington Park, CA 90255
P.O. Box 58581
Los Angeles, CA 90058
(213) 582-5623
Gloria Ferry
Andy Stylianou
Supply & operate service delis and bakeries in the military commissaries

SEVEN-UP COMPANY
P.O. Box 657777
Dallas, TX 75265-7777
(214) 824-0331
(314) 426-8200
Robert W. Koon
Larry Coker
John Flynn
Mike Reeves
Franchisor of major soft drinks: 7UP, Diet 7UP, Cherry 7UP, Diet Cherry 7UP, Citrus 7, Diet Citrus 7, LIKE, Sugar Free LIKE, Howdy flavors
SB 10-600-007

SHAROFF DISTRIBUTION CO.
3825 Lafayette Street
P.O. Box 17627 T.A.
Denver, CO 80217
(303) 294-0555
Cynthia Stephens
Gary Fox
Lauro Moreno
Primary distributor of frozen, refrigerated, and dry goods in Colorado; delivery agent for 50 brand name manufacturers, serving commissaries/exchanges in Colorado and Wyoming

SHASTA BEVERAGES, INC.
26901 Industrial Boulevard
Hayward, CA 94545
(415) 783-3200
Richard L. Johnson
Kobi Iglesias
Producer of Regular and Diet Soft Drinks for distribution through Commissaries and Exchanges worldwide: 24/12 oz. Shasta Soft Drinks; 8/2 Liter Shasta Soft Drinks; 12/1 Liter Shasta Mixers
SB 10-500-089

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Tampa, FL 33601
(813) 247-1171
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Joe Priger
Jennifer Chandler
Dick Hagstrom
Mike Ridenhour
A professional full service regional Military Broker calling on all commissary and exchange stores in the Carolinas, Georgia, Florida, and eastern Alabama. We offer weekly coverage to all

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Garwood, NJ 07027
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(413) 536-1200
FAX: 201-789-2362
William Barry
Peter Cullinan
Tom Graney
Fran Gauthier
Manufacturers of Sporting Goods and Leisure Time Items. Golf, Tennis, Raquetball, Squash, Basketball, Football, Soccer, Volleyball, Baseball, Softball and Back Yard Games.

SPILMAN COMPANY, INC.
P.O. Box 2086
Livermore, CA 94550
(415) 455-6472
Don Spilman
David Parmenter
John O'Boyle
Roxann Spilman
A military distributor for grocery, frozen, and chill products for manufacturers to the commissaries, exchanges, ships afloat, and containers for overseas shipping points for Northern California.

STANBACK COMPANY
748 Harpersville Road
Newport News, VA 23601
(804) 595-0459
Patrick D. Yacobi
Bill Schoonmaker
Karen Berry
David Coffelt
Manufacturer of regular and extra strength pain relief powders. Chap-et Lip Conditioner in six flavors, Sun Ban 15 Lip Conditioner, and Nip-et Breath Freshener in bottles and aerosal, mint or cinnamon flavors.

STAR-KIST FOODS, INC.
180 East Ocean Boulevard
Long Beach, CA 90802
(213) 590-7900
George Wardy
Allyn A. Ayotte
Donald M. Gallagher
Leading canned fish/pet food processor selling Star-Kist Tuna, Amore Cat Food, 9 Lives Cat Food (canned, soft moist, dry), Jerky Treats and Meaty Bone to commissaries/exchanges worldwide.
SB 10-500-205

STERLING DOWNEY SALES CO., INC.
4954 Space Center
San Antonio, TX 78218
(512) 661-8266
FAX: 512-661-7009
Eddie Schimmel
Brent D. Downey
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STERLING DRUG, INC.
Glenbrook Laboratories Div.
90 Park Avenue
New York, NY 10016
(212) 907-2741
Harvey T. Leidy
Leon A. Mullins
Manufacturer of HBA and Household Products for resale to military commissaries and exchanges.
SB 10-500-019

STERLING SOFTWARE
Distribution Services Division
1651 NW Professional Plaza
Columbus, OH 43220-0908
Cecil Kearney
Joe Bevan
Cliff Gallatin
David Dodge
Supplier of total data processing solutions for distribution. Systems installed for Marine Corps and U.S. Army Commissaries. Over 16 years consulting experience in distribution industries. Flexible solutions for unique challenges.

STOKELY USA, INC.
6330 E. 75th Street, Suite 156
Indianapolis, IN 46250
(317) 845-7891
Ron Kluft
Kerry Foster
Cade E. Verner
John R. McCormick
Food processor and distributor of the Stokely's Finest Brand Label of canned vegetables, fruits, and tomato products and Stokely's singles frozen microwaveable vegetables.
SB 10-500-497

STOUFFER FROZEN FOODS
5750 Harper Road
Solon, OH 44139
(216) 248-3600
Don G. Nelson
Jim McKnight
Bill Rafalski
Manufacturer of frozen foods, entrees, side dishes, French bread pizza and Lean Cuisine to military commissaries and exchanges worldwide.
SB 10-500-276

STROH BREWERY COMPANY
1 Stroh Drive
Detroit, MI 48226
(414) 224-5100
James C. Greenfield
Christopher Lole
James Panagos
Louis E. Shell
Brewers and distributors of Stroh, Stroh Light, Schlitz, Schlitz Malt Liquor, Schlitz Light, Old Milwaukee, Old Milwaukee Light, Schaefer Light and Erlanger to military exchanges worldwide.

SUNMARK, INC.
8155 New Hampshire
St. Louis, MO 63123
(314) 832-7575
William T. Costello
James Street
Lawrence F. Dalicandro
James P. Gagliarducci
Manufacturers for David & Son (sunflower & pumpkin seeds), Sunfield Food (granola & fruit bars), Sunshine Brand (SweeTart & Spree), and Willy Wonka Brands (Nerds & Gobstoppers). Offered in Retail, Vending, Theater Packs to Commissary, Exchanges, Department of State and Veterans Canteens Worldwide.
SB 10-500-476

SUPER VALU STORES, INC.
P.O. Box 990
Minneapolis, MN 55440
(612) 828-4194
FAX: 612-828-8984
Archie Gamble
Jeff Noddie
Super Valu is the nations largest food wholesaler and fastest growing distributor in today's military world. Coverage from Jacksonville to Tacoma and all of Alaska.

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Albuquerque, NM 87107
(505) 345-1856
P.O. Box 17449
Denver, CO 80217
(303) 363-0207
Alan Koffler
Ralph Henry
Don Cox
Chet Boh
The Albuquerque Division services military and civilian customers throughout New Mexico and West Texas. Denver services Wyoming and Colorado.

SUPER VALU STORES (ATLANTA)
P.O. Box 105212
Atlanta, GA 30348
(404) 699-3600
Jerry L. Smarr
Roger Duffy
Jim Janssen
Voluntary full service wholesale grocery firm. A division of Super Valu Stores Inc., Nations largest food wholesaler.

SUPER VALU STORES (ANNISTON)
P.O. Box 430, Industrial Park
Anniston, AL 36202
(205) 235-3322
Charlie Palmgren
Steve Adair
Cooper Boyles
Distributor to military bases in Alabama, Georgia, Florida, Mississippi, Tennessee, Lousiana, Arkansas and Kentucky.

SUPER VALU STORES (BISMARCK)
P.O. Box 5506
Bismarck, ND 58502
(701) 222-5631
FAX: 701-222-5600
P.O. Box 637
Des Moines, IA
(515) 278-0211
FAX: 515-270-4454
Duane H. Erickson
Pat Koranda
Mike Smith
Full line distributor of groceries, meat, frozen food and produce to the North & South Dakota Air Force Bases, Nebraska, Kansas and Missouri.

SUPER VALU STORES (OHIO)
1003 Bellbrook Avenue
Xenia, OH 45385
(513) 376-8611
FAX: 513-376-8611
J.M. Jones Company
P.O. Box 8
Champaign, IL 61820
(217) 384-2808
FAX: 217-337-4440
Tim Kruse
Jim Hagrelius

SWEENEY & COMPANY
2330 Roosevelt Avenue
San Antonio, TX 78210
(512) 533-1281
Robert C. Smith
Jim Davis
Travis Owens
Wholesale distributor to South and Central Texas Air Force, Army and Navy Commissaries. Dependable and Economical Service on Dry, Frozen, Refrig., and Candy.

Everything else is just a light.

So ask them to bring out their best.

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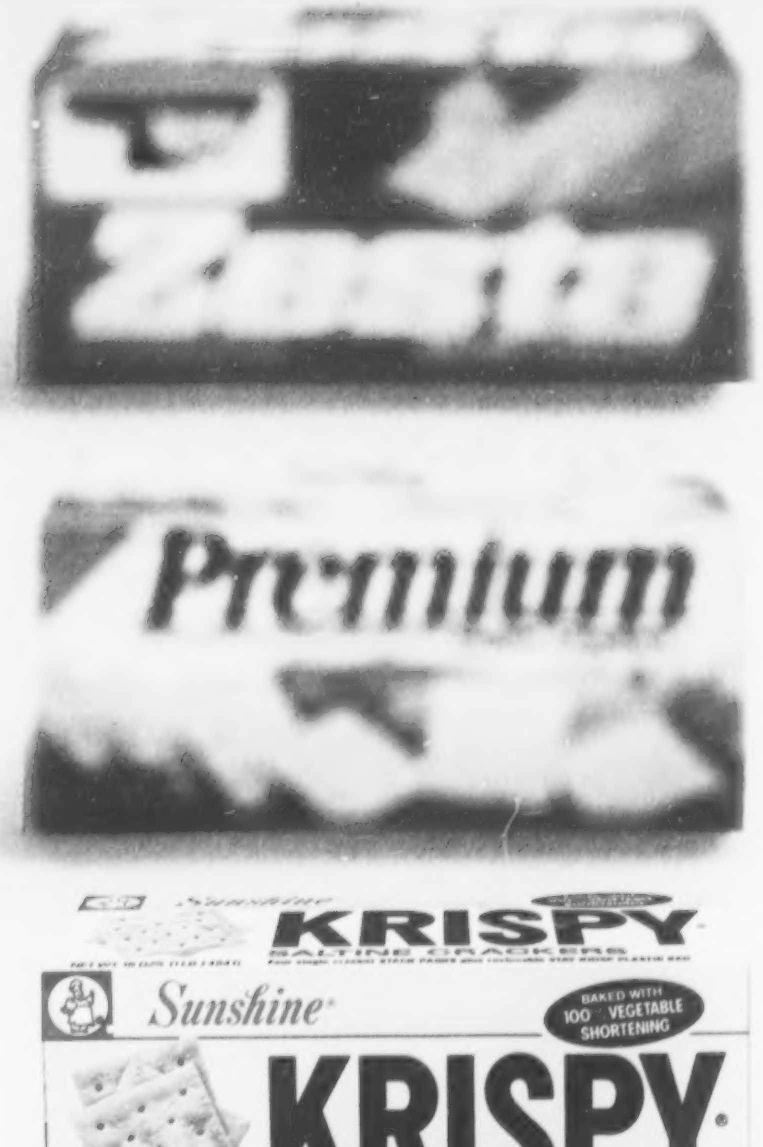
When the flavor really counts.
LAND O LAKES
BUTTER
LAND O LAKES
UNSALTED Sweet BUTTER
Serving the military with pride through Milbrands worldwide.


Zesta
Premium
Sunshine
KRISPY
SALTINE CRACKERS
BAKED WITH 100% VEGETABLE SHORTENING
NET WT. 16 OZS. (1 LB.) 454 G.
Four single cracker STACK-PACKS plus reclosable STAY-KRISP PLASTIC BAG

If you want a saltine without lard, your choice is clear.

While other saltines may contain lard, Krispy® Crackers are made with vegetable shortening 100% of the time. And once you taste them, you'll see, Krispy is clearly the one for you.

Sunshine®
Where taste is everything.

Premium is a registered trademark of Nabisco Brands, Inc. Zesta is a registered trademark of Keebler Company.

SWEET LIFE FOODS
Northboro Division
175 Bear Foot Road
P.O. Box 638
Northboro, MA 01532
(617) 393-6711
Connie Nassar
Paul Goldman
Joe Fusco
Joel Leavitt
A wholesaler specializing in delivery of all major lines of groceries, dairy and frozen to installations in the Northeast region. Corporate offices in Suffield, Connecticut.

SWIFT-ECKRICH, INC.
1919 Swift Drive
P.O. Box 4807
Oak Brook, IL 60522-9010
(312) 574-7015
W. P. Aalbregtse
J. Micklitisch
P. Rowley
Processed meat products, processed poultry products, turkeys, canned hams and meats.
SB 10-500-108
SB 10-500-534

SY ABZUG & CO., INC.
P.O. Box 1768
Rockville, MD 20850
(301) 983-0090
Sy Abzug
Peter Abzug
Military Broker for perishable and non-perishable foods in military commissaries and exchanges worldwide.

T

TAPPAN APPLIANCE
Division of White Consolidated Industries
National Accounts Dept.
300 Phillipi Road
Columbus, OH 43228
(614) 272-4423
Dick Cummins
Mike Allen
Stan Hart
Manufacturer of microwave ovens and a full line of kitchen appliances for resale in military exchanges.

TETLEY, INC.
100 Commerce Drive
Shelton, CT 06484
(203) 929-9289
Philip Wrubel
Manufacturer of Tetley tea bags, packaged tea, iced tea mix, low calorie tea, instant tea, Martinson Mr. Automatic Coffee, Cafe Bustelo, Savarin Coffee, Brown Gold Coffee, Medaglia D'Oro Coffee, and Cafe El Pico.
SB 10-500-305

TEXIZE
Division of Dow Consumer Products, Inc.
P.O. Box 368
Greenville, SC 29602
(803) 297-3400
J. E. Chrismon
Mike McLain
Manufacturer of FANTASTIK, GLASS PLUS, PINE POWER, SPRAY N WASH, K2r, GREASE RELIEF, YES, VIVID, JANITOR, SPRAY 'N STARCH, and WOOD PLUS sold in commissaries/exchanges worldwide.
SB 10-500-363

THOMAS & HOWARD COMPANY, INC.
Columbia Division
P.O. Box 947
#1 Flintiake Road
Columbia, SC 29202-0947
(803) 788-5520
Ron Randolph
L. T. Phillips
Tommy Trantham
Dianna Meetze
Distributor of grocery, frozen foods, meats, produce, deli, candy, non-foods, to military in Southeastern USA.

THOMAS J. LIPTON, INC.
800 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 567-8000
TELEX: 135421
FAX: 201-894-7860
Vincent C. LeFante
Mark Lantieri
Manufacturer of Package Tea, Tea Bags, Instant Tea, Iced Tea Mix, Soup, Instant Soup, Salad Dressing, Gelatine products, Side Dishes, Sunkist Juices/Fruit Snacks, Lawry's, Seasoning Mixes, Sauces, & Taco Shells for Commissaries and Exchanges worldwide.
SB 10-500-135

3M COMPANY
Consumer Products Group, 223-4S-01
St. Paul, MN 55144
(612) 736-3031
FAX: 612-736-7142
Paul O. Bierhaus
Arnold Brown
Chuck Carnes
Norman Hill
Scotch tape, Post-it, Fabric Protector/Cleaner, Energy Insulation Products, Sandpaper, Scotch Brite Products, Electrical Connectors, Dust Masks, Buf-Puf, CAL-Sup, cold packs, Health Aid Products, First Aid Tapes, Photographic Film, Angler Fishing Reels, Bow Magic.
SB 10-500-013

3M DEUTSCHLAND GmbH
U.S. Government Services Europe
Carl-Schurz-Strasse 1
D-4040 Neuss 1
West Germany
(02101) 14-2840
Wolfgang Heuer
Gerrit Kropf
Provides 3M and non-3M products to the military, pre- and after- sales service, contract administration, other services in Europe, North Africa and Middle East.

TIDEWATER WHOLESALE GROCERY CO., INC.
1400 Cavalier Boulevard
P.O. Box 6236
Chesapeake, VA 23323
(804) 487-2586
Neil Larson
Hank Sheffer
Dan Goldman
Bob Lerf
Professional distributor of grocery and perishable products in southern Virginia, North Carolina and overseas. Offers complete shelf stocking, display building and order writing services.

TIMEX CORPORATION
P.O. Box 2126
Waterbury, CT 06720
(203) 573-5874
Richard Cramer
Manufacturer of world renowned dress, casual, and sport style Timex watches, available in exchanges worldwide. "Around the Clock, Around the World, Timex keeps the Military on Time!"

TOMLIN MARKETING & ASSOCIATES
1422 Perennial Drive
San Antonio, TX 78232
(512) 494-6232
Reg M. Tomlin
Don Tankersley

TOM'S FOODS INC.
P.O. Box 60
Columbus, GA 31994
(404) 323-2721
James Puccio
Manufacturers and Marketer of Potato Chips, Corn Chips, Tortilla Chips, Bag Candy, Bar Candy, Pastries, Nuts, Crackers and Specialty Snacks for resale in Military Commissaries and Exchanges worldwide.

TONY'S PIZZA SERVICE
Div. of Schwan's Sales Entpr.
115 West College Drive
Marshall, MN 56258
(507) 532-3274
(1-800) 533-5290 ext. 2550
John Greenlee
Manufacturers of Tony's Pizza, Red Baron Pizza, Cafe Mexico, Cafe Canton, Cafe Orleans and Happy Jose frozen foods, Merkt Cheese and good N fast sandwiches.
SB 10-500-458
SB 10-500-721

TRANS-EUROPEAN MARKETING, INC.
Box 1267
Hampton, NH 03842
(603) 926-2362
Peter Fleming
Kenneth Cass
John H. Holmes
Virgil W. Watkins
Represents American food companies to the commissaries in Europe. In business since July 1962.

TREESWEET PRODUCTS CO.
9801 Westheimer Suite #900
Houston, TX 77042
(713) 798-2222
Ronald M. Tarantino
Manufacturer of TreeSweet Products consisting of premium orange juice, grapefruit juice, apple juice frozen concentrate as well as other juices and juice blends. Glass-pack and single service size 6 oz – 64 oz. cans.
SB 10-500-258

TREE TOP, INC.
P.O. Box 248
Selah, WA 98942-0248
(509) 575-3909
Mike Doherty
Jack Topper
Debbie LaCrosse
Frank Weise
Manufacturer of apple juice and cider, blended fruit juices, sparkling apple grape juice, frozen apple cider and blended juice concentrates, and applesauce.
SB 10-500-043

TROPIC-CAL, INC.
2600 S. Broadway
Los Angeles, CA 90007
(213) 747-4361
Donald F. "Budd" Allen, Jr.
David Halpern
Thom Roggy
Mike Sparks
Tropic-Cal produces and supplies men's and ladies fashion sports and ski glasses commercial eye wear worldwide.

TROPICANA PRODUCTS SALES, INC
Subsidiary of Beatrice
Companies, Inc.
P.O. Box 338
Bradenton, FL 33506
(813) 747-4461
Rosanne Megrath
Processor of citrus and apple juices and drink products—carton, glass and frozen concentrate.
SB 10-500-595

TYSON/TASTYBIRD FOODS
288 Thompson Place
Gainesville, GA 30506
(404) 536-5363
Ed Jared
Mitchell Thrower
Gary Thompson
Manufacturer of poultry in both retail and food service: Cornish hens, Chick'n Quick, Tyson Entrees, and Mexican Original products.
SB 10-500-435

U

ULTRA TECHNOLOGIES, INC.
Routh 88 South
P.O. Box 267
Newark, NY 14513
(315) 332-7100
FAX: 315-331-5755
TELEX: 910-2403-179
Robert A. Rorke
Frank Carbee
The subsidiary of Eastman Kodak Company responsible for marketing Kodak *Supralife* and *Ultralife* Batteries to U.S. military commissaries worldwide. OSC/Monette is worldwide broker representing Kodak Batteries (800-323-2103).
SB 10-500-027

UNCLE BEN'S INC.
P.O. Box 1752
Houston, TX 77251-1752
(713) 264-9484
Robert W. Tyner
Lawrence Hanson
Processors of Uncle Ben's Converted Brand Rice, Wild Rice products, Country Inn Brand Rice Dishes, Flavored Rices, Brown Rice, Instant Rice, Sun Wah Brand Dinner Recipes—Fried Rice Dinners.
SB 10-500-196

UNITED FOODS, INC.
Frozen Food Division
P.O. Box 119
Bells, TN 38006
(901) 663-2346
David R. Klyn
Producer of Pictsweet Brand frozen foods. United is the largest complete full line packer of frozen vegetable in the U.S.
SB 10-500-119

UNITED VIRGINIA BANK
P.O. Box 119
Norfolk, VA 23510
(804) 446-3150
Lex W. Troutman
Offering a full range of credit and deposit services with particular emphasis in serving military distributors and manufacturers' representatives.

THE UPJOHN COMPANY
700 Portage Road
Kalamazoo, MI 49001
(616) 323-4000
Robert L. Stevenson
Gary D. Buller
Rudolph Fowler
Donald P. Toole
Manufacturer of Unicap Vitamins, Cortaid cream, lotion and ointment, Cheracol, D-Cheracol Plus, Mycitracin, Kaopectate Concentrate, Kaopectate tablets, Baciguent ointment, Cortaid feminine cream to military commissaries and exchanges worldwide.
SB 10-500-5[illegible]5

U.S. TOBACCO COMPANY
100 West Putnam Avenue
Greenwich, CT 06830
(203) 661-1100
Donna Leitao
Anthony M. Callahan
Raub G. Beitel
Julius Abernethy
Principal product is smokeless tobacco including Copenhagen, Skoal, Skoal Long Cut, Skoal Bandit, produces and markets pipes, pipe tobacco, cigars, and premium wines.
SB 10-660-003

V

VIDAL SASSOON, INCORPORATED
299 E. Sixth Street
Cincinnati, OH 45202
800-468-9673
Frank Curtin
International marketer of hair care products available for resale to commissaries and exchanges worldwide.
SB 10-500-034

VIP FOODS, INC.
6349 South Memorial
Tulsa, OK 74133
(918) 252-5791
Guy Lewis
Ted Johnson
Fred Myers
Erma White
SB 10-500-509

VITA-FRESH VITAMIN CO., INC.
7366 Orangewood Avenue
Garden Grove, CA 92641
(714) 898-9936
Vincent T. Chodor
Bob Alexander
Kirk Scarborough
William Rocha
Manufacturer of vitamins and food supplements made available for resale in commissaries and exchanges worldwide.
SB 10-500-171

VIVITAR CORPORATION
1630 Stewart Street
Santa Monica, CA 90404
(213) 829-3672
Larry Lucas
A. J. Saunders
Leading manufacturer of photographic equipment (lenses, electronic flash units and cameras) made available for resale at military exchanges, ships' stores and Veterans canteens worldwide.

W

W. D. WARREN COMPANY KG
5 Im Steingrund
D-6072 Dreieich-Buchschlag
Frankfurt/Main
West Germany
06103-605429
TELEX: 4-185331
Kenneth L. Bennett
Stewart Booth
Eugene Elskens
W. D. Warren
Worldwide sales representation (offices in Dallas, Atlanta, Italy, Spain, UK) for consumer goods providing warehousing delivery and billing services. Customers: American/Nato forces, AAFES worldwide.

WARNER-LAMBERT COMPANY
201 Tabor Road
Morris Plains, NJ 07950
(201) 540-2902
Ronald Demczak
Irwin Schultz
John Tierney
Stuart Johnson
Leading worldwide developer and marketer of health care and consumer products (mints and gum) for resale to military commissaries and exchanges worldwide.
SB 10-500-263

THE WAVERLY GROUP
19 Pine Street
Bradford, PA 16701
(814) 362-3501
Jerome Fishkin
J. Joanne Fishkin
Jack Fishkin
Paul Howard
Designers, manufacturers and representatives of Men's High fashion and Ultra High Fashion clothing and accessories serving the military worldwide.

WD-40
1061 Cudahy Place
P.O. Box 80607
San Diego, CA 92138-9021
(619) 275-1400
Steve Schwab
Paul Thompsen
Boyd Gustke
WD-40 manufactures a multi-purpose product that stops squeaks, penetrates, lubricates, displaces moisture, cleans, and protects metal.

WEBCO USA, INC.
901 North Pitt Street
P.O. Box 1140
Alexandria, VA 22314
(703) 836-0414
John L. Hohman
Carl H. George
Donald Koch
Roy Thomas
Worldwide sales representation to commissaries and exchanges. Experienced in working frozen and non-perishable foods, HABA items, personal care and household products.

WELCH FOODS, INC.
100 Main Street
Concord, MA 01742
(617) 371-1000
Leonard F. Amendola
Thomas G. De Jose
R. E. Dykstra
Dennis Kirchner
Manufacturer of frozen and bottled fruit juices, fruit jellies, jams and preserves, frozen, bottled and canned fruit drinks and cocktails for resale to military markets worldwide
SB 10-500-530
SB 10-500-031

WEST BEND COMPANY
P.O. Box 278
400 Washington Street
West Bend, WI 53095
(414) 334-6819
R. J. Mollwitz
Manufacturer of Buffet Appliances, Coffee Makers, Cord-less Iron, total Gym Physical Fitness Equipment, Exercise Rowers, bicycles, treadmills, bathroom scales, Electronic Timers and related housewares items. Division of Dart-Kraft

WEST COAST GROCERY COMPANY
Div. Super Valu Stores, Inc.
P.O. Box 2237
Tacoma, WA 98401
(206) 593-3729
Verle Bryant
Rose Nash
Voluntary full-service wholesale grocery firm. Branch operation in Spokane. Provides service to commissaries in Washington, Idaho, Montana, Utah and Alaska

WESTERN DISTRIBUTION SERVICES, INC.
200 S.W. 34th St
Renton, WA 98055
(206) 872-5725
John Naylor
Paul DiJulio
Full military distributor. Service to bases in WA, ID, MT, UT. Consolidations to AK and HA. House carrier to insure lowest distribution costs

WESTERN MILITARY SALES, INC.
P.O. Box 683
Lafeyette, CA 94549
(415) 284-2385
Mel Coleman
Tom Coleman
Kelly Rogers
Nat Rogers
Full service military broker with representation in Western States and the Pacific

WESTERN PUBLISHING COMPANY, INC.
1220 Mound Avenue
Racine, WI 53404
(414) 633-2431
Thomas B. Sweetman
T. J. Kaiser
Joseph A. Marino
James O'Donnell
Western produces books and activity products under four trademarks: Golden, Golden Book Videos, Golden Press, Whitman and Scribbler. Included are books, games, coin supplies, puzzles, and educational products.

WESTWOOD PHARMACEUTICALS, INC.
100 Forest Avenue
Buffalo, NY 14213
(716) 887-3400
Charles B. Franklin
David J. Johnson
William D. Larsen
Russell R. Vaughn

WEYERHAEUSER COMPANY
Personal Care Products Division
Tacoma, WA 98477
(206) 924-4304
FAX 214-418-1213
John D. Hoover
Richard Sherman
T. P. Gillis
Pyke Johnson
Manufacturers of disposable diapers, baby shampoos, lotions, oils, and powders
SB 10-500-513

WHITE COFFEE CORPORATION
18-35 38th Street
Long Island City, NY 11105
800-221-0140
Angel Fontanez
Irwin White
Coffee manufacturer

WISE & SONS, INC.
P.O. Box 80104
6322 Union Avenue
Shreveport, LA 71148
(318) 861-3323
Stephen E. Wise
Don Hudson

WHITEHALL LABORATORIES
Div. Of American Home Products Corp.
685 Third Avenue
New York, NY 10017
(212) 878-6276
Donald C. Olson
W. J. Crosby
Donald Montgomery
Steve Gootzeit
SB 10-500-005

WILLIAM H. RORER, INC.
500 Virginia Drive
Ft. Washington, PA 19034
(215) 628-6000
Ottis L. Callis
Thomas J. Balog
Lester R. Bell
Dennis M. Flynn
Manufacturer of antacids, analgesic and laxatives: Maalox and Maalox Plus (liquid & tablets), Algicon, Ascriptin, Ascriptin A.D., Extra Strength Ascriptin, Perdiem and Perdiem Plain
SB 10-500-246

WINTER HILL FROZEN FOODS, INC.
10 Otis Street
Westboro, MA 01581
(617) 366-9601
Harold Rudnick
George Duchaine
Carlo Iannelli
Mark Sinicropi
Distributor of perishables (chilled products, frozen foods, ice cream) to commissary and exchange functions throughout New England, New York, and Pennsylvania. F.S.D., shelf stocking, and D.P. reporting services available

WM. BENNETT ASSOCIATES
59 Jefferson Ave.
Westwood, NJ 07675
(201) 664-9194
Bill Bennett
Ken Robinson
An independent advertising and promotion agency dedicated to meeting the special requirements of firms that are actively engaged in promoting their products through United States Military retail outlets

WM. WRIGLEY, JR. COMPANY
410 North Michigan Avenue
Chicago, IL 60611
(312) 644-2121
J. M. Schumacher
A. Cipollina
W. W. Labonte
Robert Togtman
Manufacturer and distributor of Wrigley chewing gum to military commissaries and exchanges worldwide
SB 10-500-111

Z

ZEBBIE'S INCORPORATED
P.O. Box 787
Memphis, TX 79245
(806) 259-3554
Leon Hudson
Bob Seeds
Batter mixes for produce, deli, fish, [illegible], and chicken breadings
SB 10-500-665

GENERAL FOODS

MASTER BLEND®. THE PERFECT BLEND OF TASTE AND VALUE.

General Foods salutes the resale systems and is proud to bring Master Blend® and its other fine products to your commissary stores and post exchanges.

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1986 General Foods Corporation

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DORAL

Name-brand quality at generic prices.

RJR
TOBACCO

R.J. Reynolds. Dedicated to leadership through innovation.

1985 R. J. REYNOLDS TOBACCO CO

INDEX TO ALA MEMBERS

How to use this listing: This membership listing provides a complete alphabetical roster of *all* classifications of ALA individual members as of July 16, 1987. Included are the names of individuals found in the **ALA Industry Members** listing who, for various reasons, may not necessarily be located at the company's listed address or telephone number. If you cannot locate someone you believe to be an ALA member contact the Membership Department, American Logistics Association, 1133 Fifteenth Street, NW, Washington, D.C. 20005; *Telephone:* (202) 466-2520/ *Telex:* 6502459439.

This listing will also indicate, where applicable, an individual's affiliation with the ALA's many area Chapters around the world. The Chapter can be identified by the number in parentheses beside a name, using the following key:

(01) **Alamo** Chapter
(02) **Baltimore** Chapter
(03) **Carolinas** Chapter
(04) **Hampton Roads** Chapter
(05) **Midwest** Chapter
(06) **Central European** Chapter
(07) **Hawaii** Chapter
(08) **Far East** Chapter
(09) **New England** Chapter
(10) **Northern California** Chapter
(11) **Northwest** Chapter
(12) **Peachtree** Chapter
(13) **Gulf Area** Chapter
(14) **Rocky Mountain** Chapter
(15) **Southern California** Chapter
(16) **Washington, D.C.** Chapter
(17) **New York** Chapter
(18) **Arizona** Chapter
(19) **Delta** Chapter
(20) **Texoma** Chapter
(21) **Florida** Chapter
(22) **Southwest** Chapter
(23) **Jersey-Penn-Del** Chapter
(24) **Great Plains** Chapter

Note: ALA's Life Members are identified by (L); (98) = ALA Member-at-Large.

Aalbregtse, Walter P. (05)
Director, Military Sales
Swift-Eckrich, Inc.
1919 Swift Drive
Oak Brook, IL 60522-9010
(312) 572-4726

Abbadessa, Philip P. (05)
Anheuser-Busch, Inc.
Eagle Snacks, Inc.
One Busch Place
St. Louis, MO 63118
(314) 577-4089

Abbott, Allen (09)
President
George E. Abbott & Co., Inc.
92 West Main Street
Chester, CT 06412
(203) 526-9531

Abbott, Larry E. (21)
V.P. Sales -Domestic
OSC/Monette
2100 Palm Beach Lakes Blvd.
West Palm Beach, FL 33409
(305) 683-4090

Abello, Dominador (08)
Sales & Service Rep
California Pacific Associates
C/O Domabel, P.O. Box 546
Manila 2800
Philippines

Abernethy, Julius (17)
Director, National Accounts
U. S. Tobacco Company
100 West Putnam Avenue
Greenwich, CT 06830
(203) 661-1100

Abzug, Peter (16)
Sy Abzug & Company, Inc.
6309 Carnegie Drive
Bethesda, MD 20817
(301) 493-4405

Abzug, Sy (16)
Sy Abzug & Company, Inc.
P.O. Box 1768
Rockville, MD 20850
(301) 983-0090

Ackerman, Thomas A. (12)
Military Sales Manager
Rich-Seapak Corporation
P.O. Box 667
St. Simons Island, GA 31522
(912) 638-5000

Agliano, Ab (21)
Military Sales Manager
Lykes Pasco Packing Company
P.O.Box 97
Dade City, FL 34297-0097
(904) 567-5211

Aiken, Harrison (06)
Chairman of the Board
Gateway Marketing, Inc.
Schlesierstrasse 6
6200 Wiesbaden-Nordenstadt
West Germany

Akers, Dee F. (10)
Military Sales Manager
Select-Sysco Foods, Inc.
6260 Camellia Drive
Winton, CA 95388
(209) 358-3013

Aksamit, E. W. Mike (14)
Eurpac Service, Inc.
7084 So. Cherry Drive
Littleton, CO 80122
(303) 770-3552

Alcaria, Dorothy R. (10)
Harold S. Stein & Associates
2658 Bridgeway
Sausalito, CA 94965
(415) 332-6651

Alexander, Charles N. (03)
S & K Sales Company
P.O. Box 1129
Mauldin, SC 29662-1129

Alexander, Robert (15)
Military Sales Manager
Vita-Fresh Vitamin Co., Inc.
7366 Orangewood Avenue
Garden Grove, CA 92641
(714) 898-9936

Alexander, Spruill (03)
Military Account Executive
Garner Wholesale Merchandisers
P.O. Box 1446
Greenville, NC 27834
(919) 758-1189

Alford, Dave (05)
Midwest Mil. Sales Specialist
Armour Food Company
1250 E. Diehl Road
Naperville, IL 60540
(312) 961-4520

Allen, Bette (05)
Executive Assistant
Andrews/Mautner, Inc.
324 E. Wisconsin Ave., #1200
Milwaukee, WI 53202
(414) 272-4482

Allen, Claude W. (04)
Eastern Zone Manager
Eurpac Service, Inc
1421 Diamond Springs Road
Virginia Beach, VA 23455
(804) 460-2776

Allen, Donald F. "Bud" (15)
Senior Vice President
Tropic-Cal, Inc
2600 S. Broadway
Los Angeles, CA 90007
(213) 747-4361

Allen, J. Fred (06)
European Regional Manager
Phil Singer Associates, Inc.
10 Foster Ave., Suite C1
Gibbsboro, NJ 08026
(609) 435-5300

Allen, Joseph B. (15)
M.L. Marketing Specialist
Alfred M. Lewis, Inc.
3021 Franklin Avenue
Riverside, CA 92520
(714) 684-0170

Allen, Tim L. (05)
Mgr.: Caribbean/Latin America
Miller Brewing Company
3939 West Highland Blvd.
Milwaukee, WI 53201-0482
(414) 931-4415

Alltop, Peter C. (09)
National Sales Manager
Gillette Company
Prudential Tower, 24th Fl.
Boston, MA 02199
(617) 421-8340

Alvis, Jeff (16)
Area Sales Manager
Webco USA, Inc.
P.O. Box 1140
Alexandria, VA 22313
(703) 836-0414

Amendola, Leonard F. (04)
Military/Government Sales Mgr.
Welch Foods, Inc.
9604 Carterwood Road
Richmond, VA 23229
(804) 741-2367

Amick, William B. (17)
National Sales Mgr.
Mennen Company
Hanover Avenue
Morristown, NJ 07960
(201) 531-9079

Amthor, L. James (15)
Director, Military Sales
Comet Rice Mills, Inc.
27001 La Paz Road
Mission Viejo, CA 92691
(714) 458-0192

Anagnost, James N. (17)
Director, Military Sales
American Cyanamid Company
697 Route 46
Clifton, NJ 07015
(201) 340-5751

Anastos, John G. (05)
President
The Drummers
405 N. Wabash—River Plaza
Chicago, IL 60611
(312) 664-8906

Anderson, Andy (01)
Computerized Coupon Dispensers
11205 Powder Mill Trail
Austin, TX 78750

Anderson, Ann (01)
National Sales Manager
Hash Mark Associates, Inc.
P.O. Box 116754
Carrollton, TX 75011-6754
(214) 306-1234

Anderson, Arnold (01)
Regional Manager
Gerber Products Company
100 N. Central Exprswy, #911
Richardson, TX 75080
(214) 231-3489

Anderson, Ellis F. (06)
Publisher
R & R Euro Network
Kolpingstrasse 1
6906 Leimen
West Germany

Anderson, Mil (17)
Eastern Mil. Sales Specialist
Armour Food Company
14 Commerce Drive
Cranford, NJ 07016
(201) 272-2500

Anderson, William D. (18)
Partner
Anstar-Sales & Marketing Serv
8655 E. Via De Ventura, #F217
Scottsdale, AZ 85258
(602) 991-7564

Andrade, David (17)
Field Sales Manager
Lever Brothers Company, Inc.
390 Park Avenue
New York, NY 10022
(212) 688-6000

Andrews, George F. (01)
Manager, Military Sales
Coca-Cola Foods
P.O. Box 2079
Houston, TX 77252
(713) 888-5130

Andrews-Simmons, Bonnie C. (04)
Director of Operations-VA
B. Green & Company, Inc.
5127 E. Virginia Beach Blvd.
Norfolk, VA 23502
(804) 461-4031

Angelidis, Angelos C. (06)
Director of Administration
Mycroft Ltd. c/o Forex
Justinianstrasse 22
6000 Frankfurt 1
West Germany

Anschel, Steven (12)
Military Accounts Executive
M & M Products Company
3602 Browns Mill Road
Atlanta, GA 30354
(404) 768-2941

Anthony, Ann W. (05)
Nat'l Retail Sales Manager
Luster Products Inc.
1631 S. Michigan Ave.
Chicago, IL 60616
(312) 431-1150

Antici, Al (17)
Mgr. of Special Mkts. Adm.
Richardson-Vicks, Inc.
Ten Westport Road
Wilton, CT 06897
(203) 834-5065

Aquino, Richard (17)
Vice President, Marketing
E. T. Browne Drug Co., Inc.
140 Sylvan Avenue
Englewood Cliffs, NJ 07632
(201) 947-3050

Arnett, William A. (14)
Account Manager
General Mills, Inc.
1880 W. 104th Place
Northglenn, CO 80234
(303) 457-1426

Arnold, George W. (02)
1313 Middleford Road
Catonsville, MD 21228

Arrington, Glenn (02)
Nalley Fine Foods, Inc.
1822 Worcester Street
Baltimore, MD 21230
(301) 331-0890

Atlas, Ralph (17)
Director, Hdqtrs. Sales
Philip Morris U.S.A.
120 Park Avenue
New York, NY 10017
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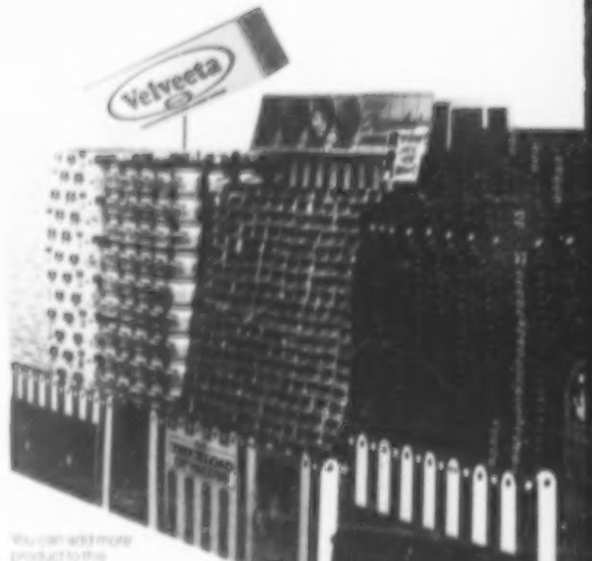

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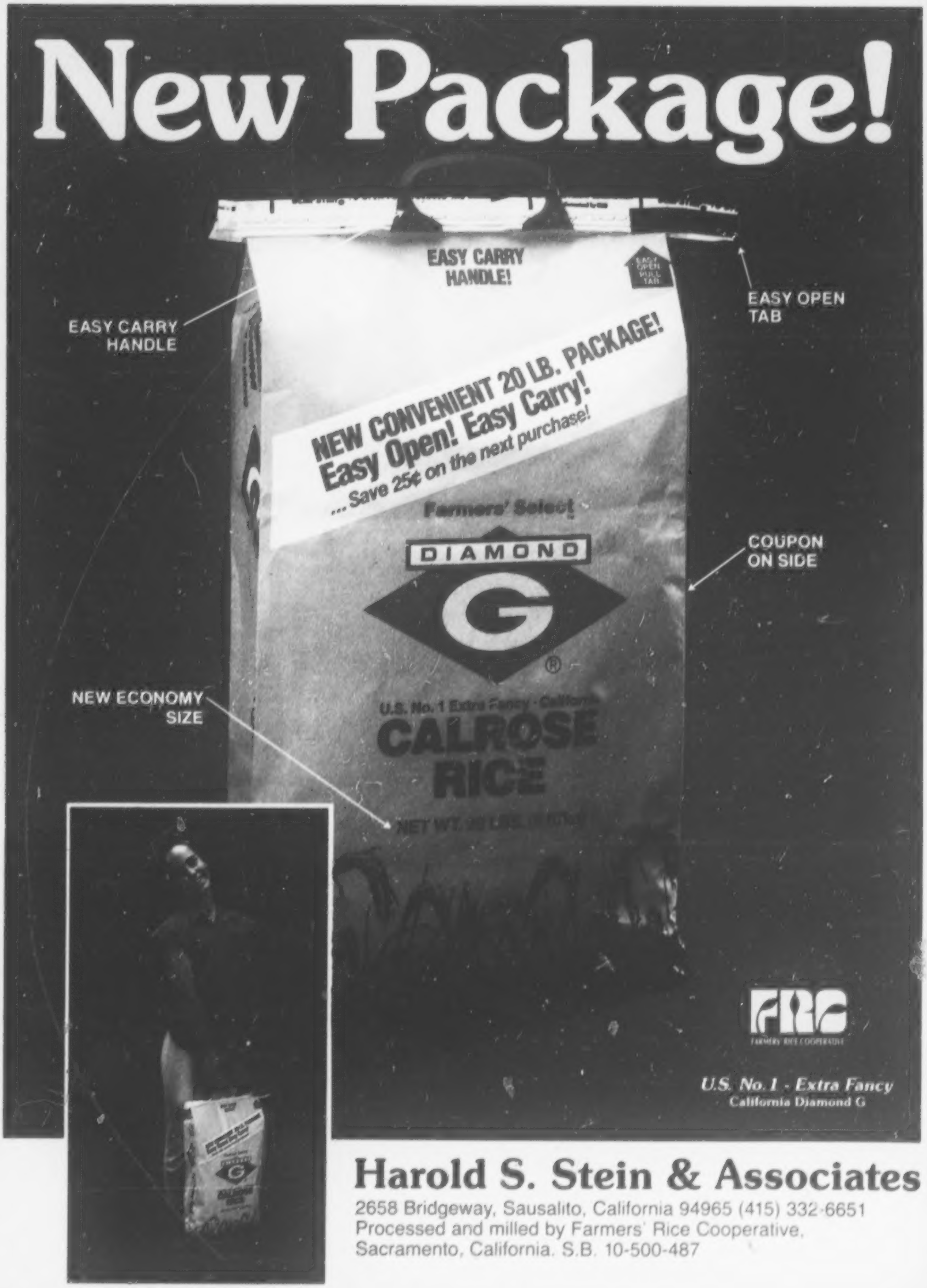

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* Source: MSA Report, March 1987

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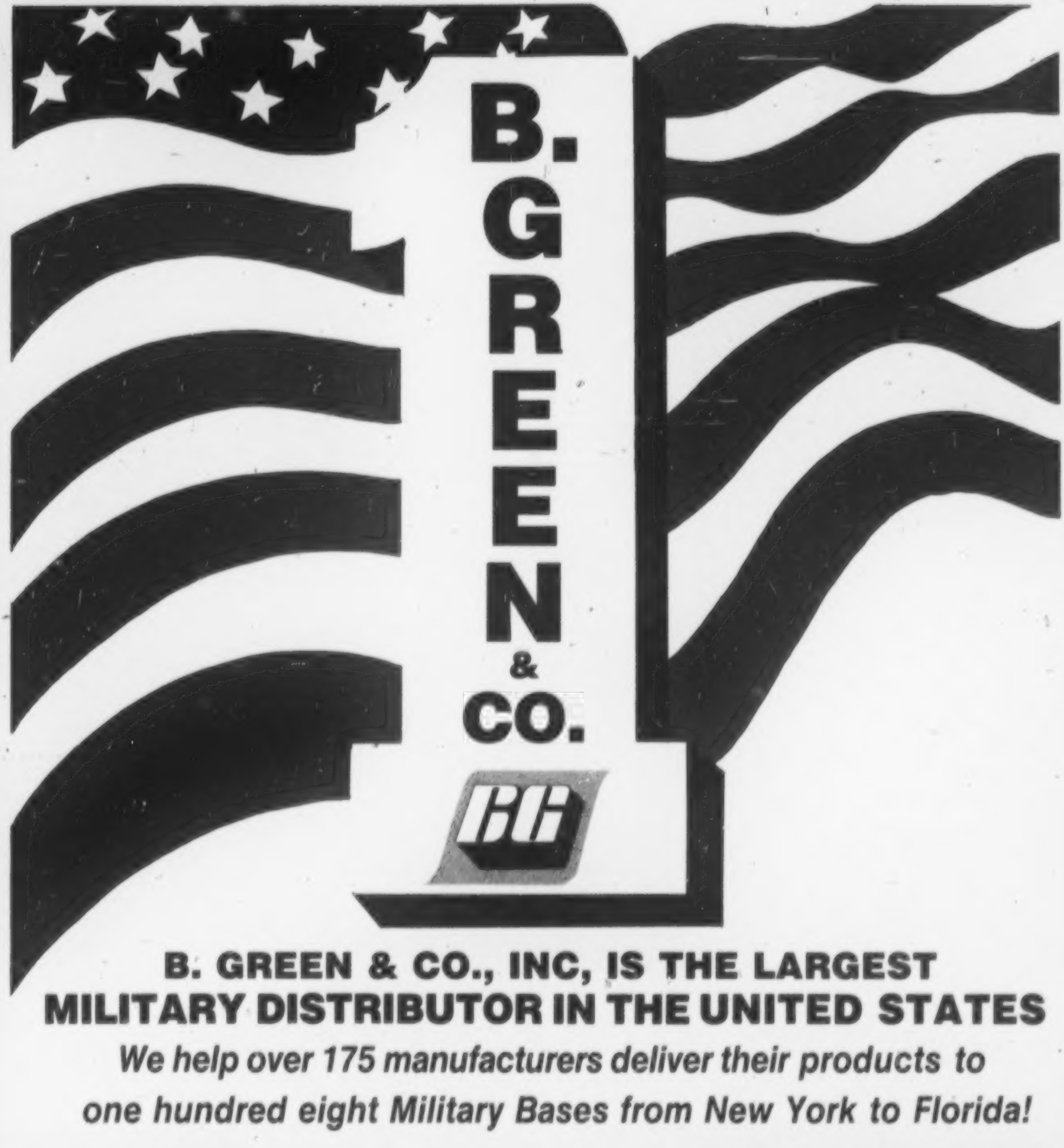

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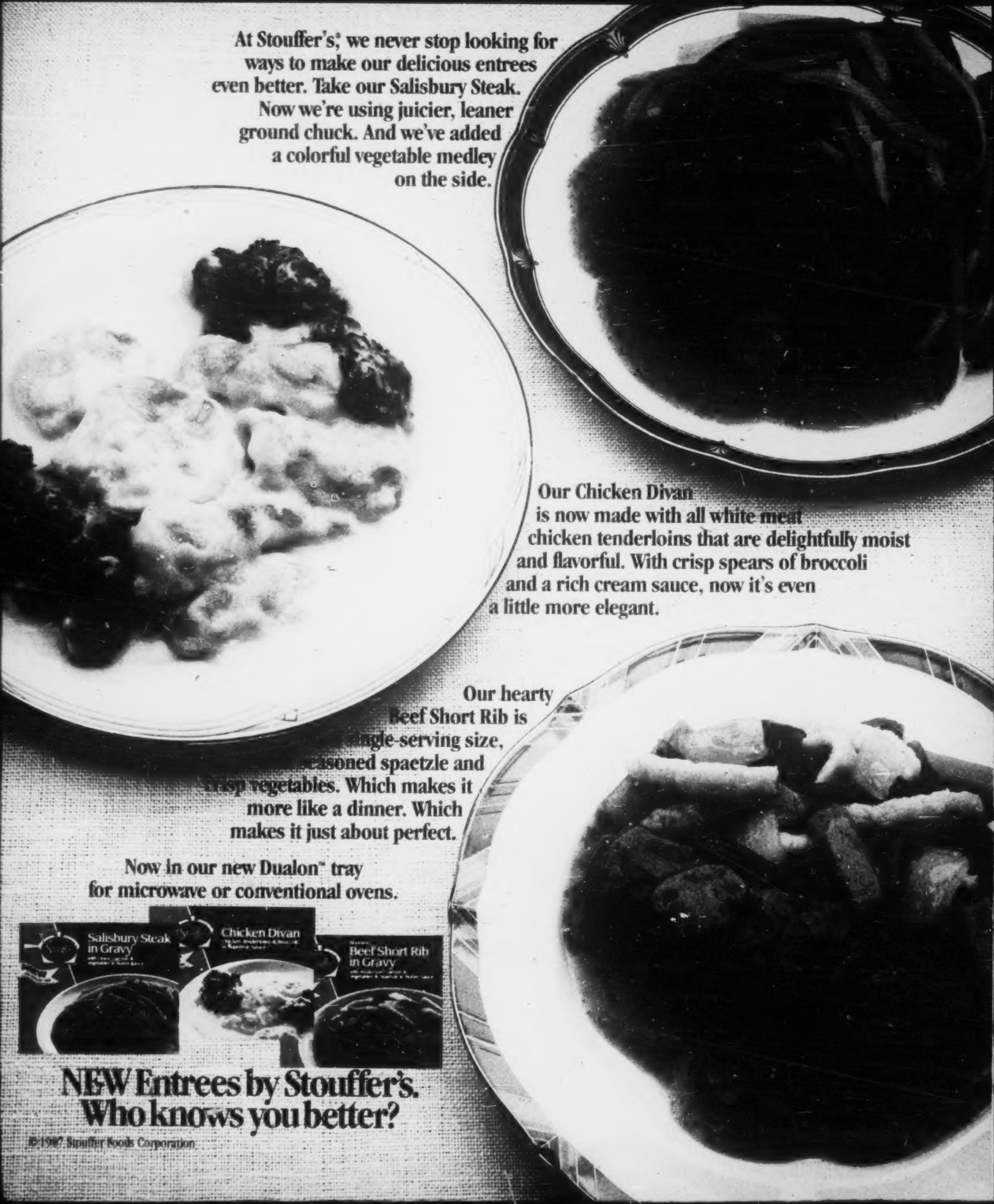

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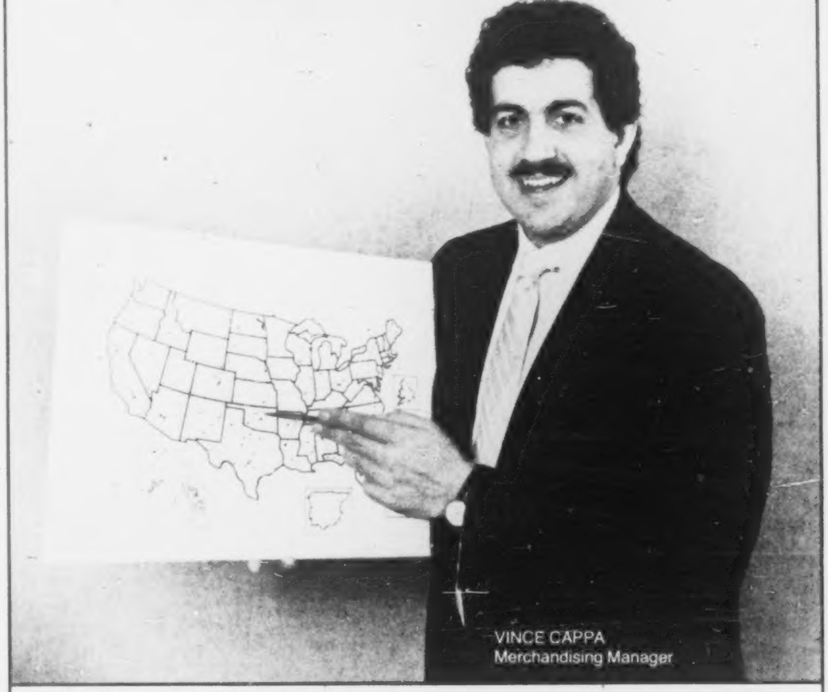

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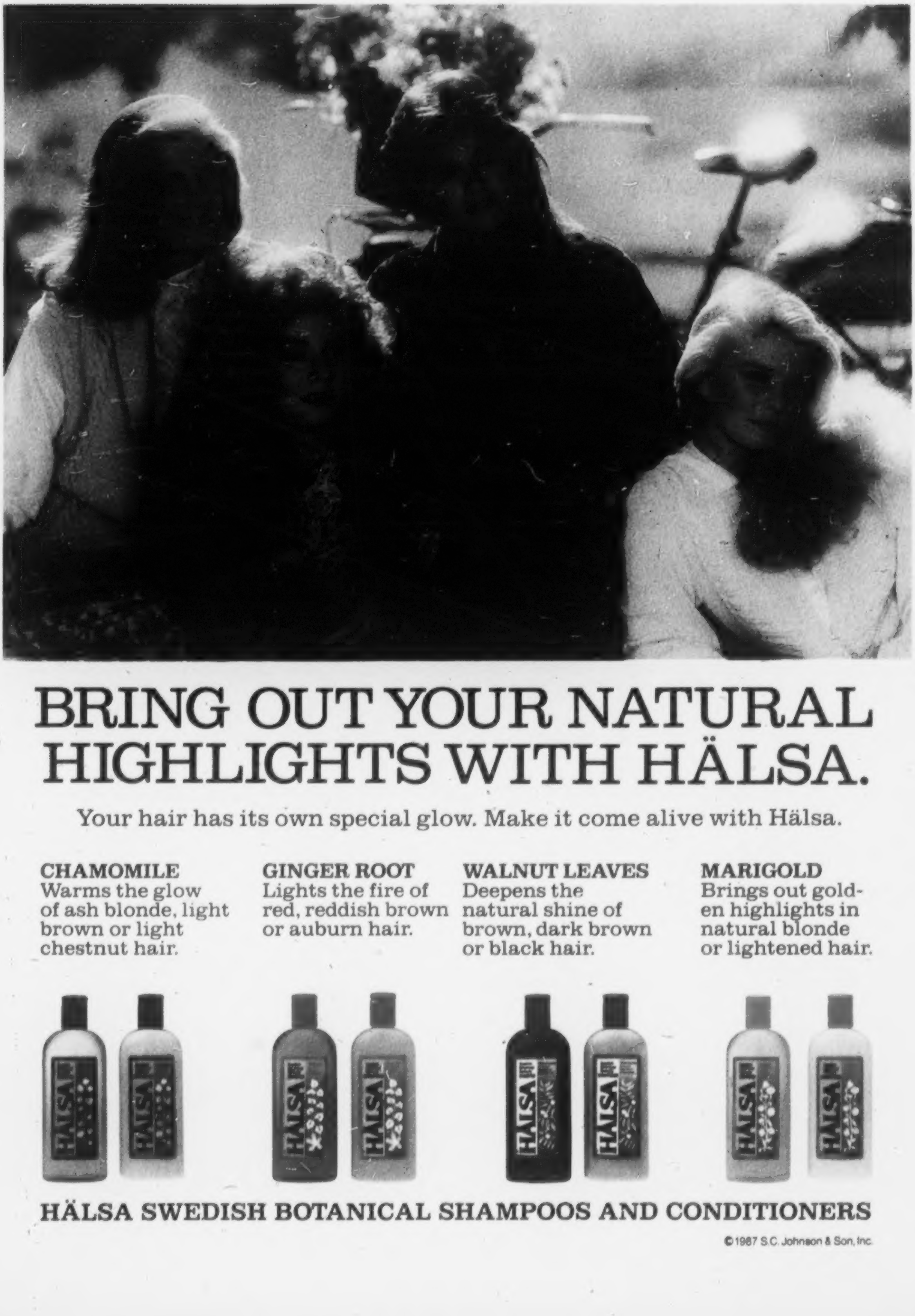

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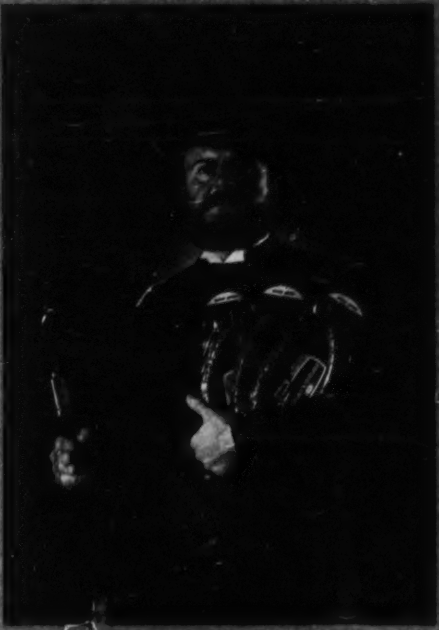

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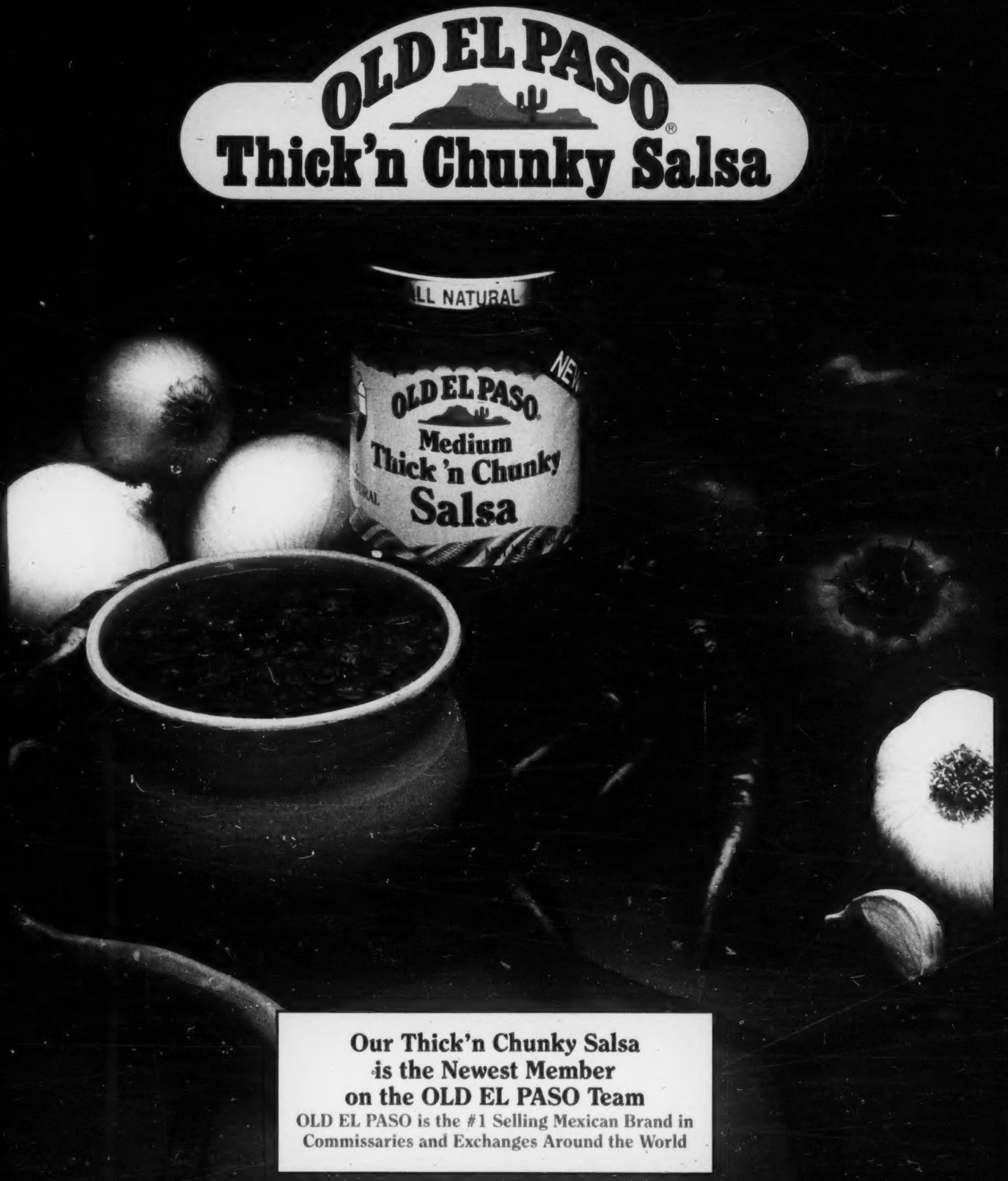

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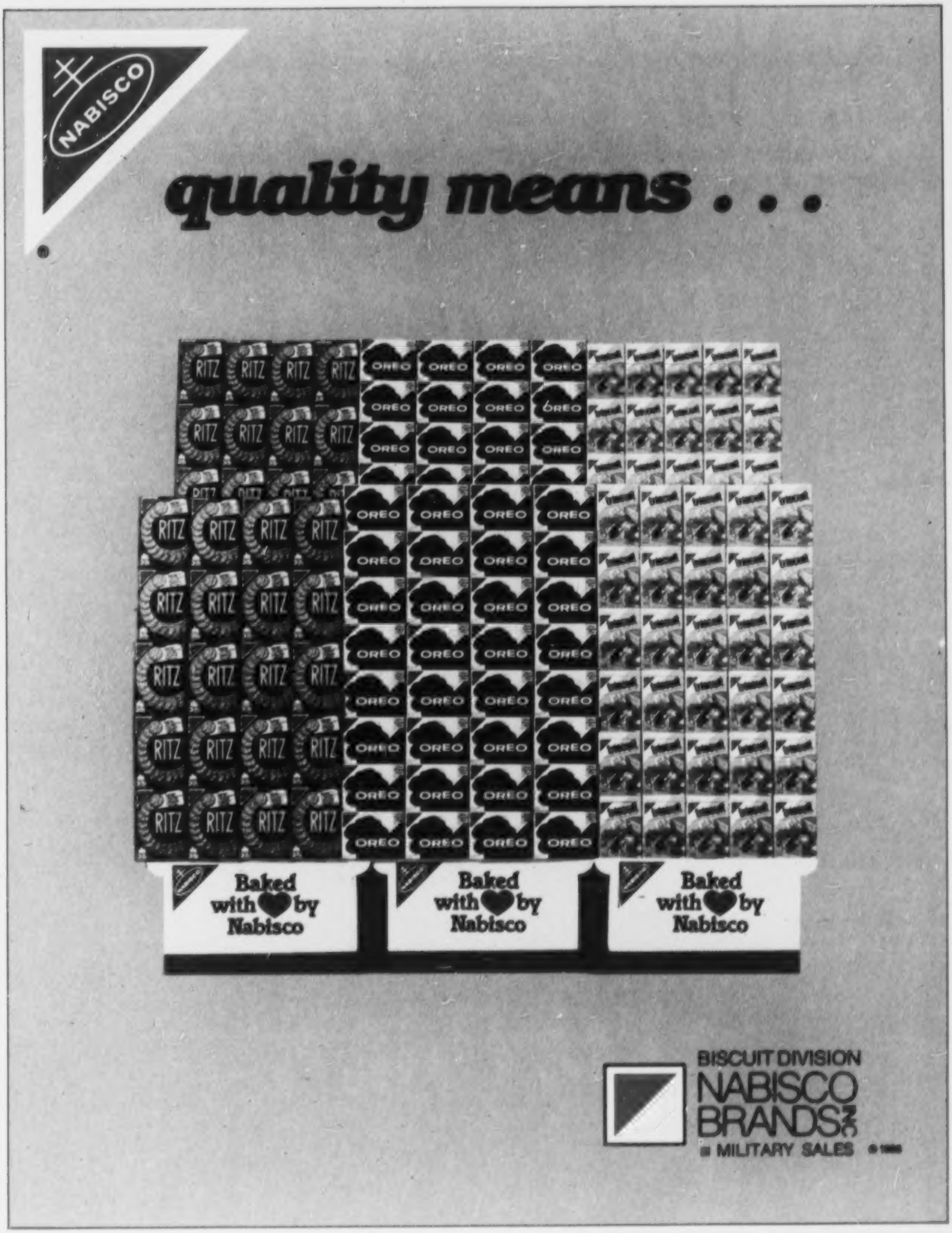

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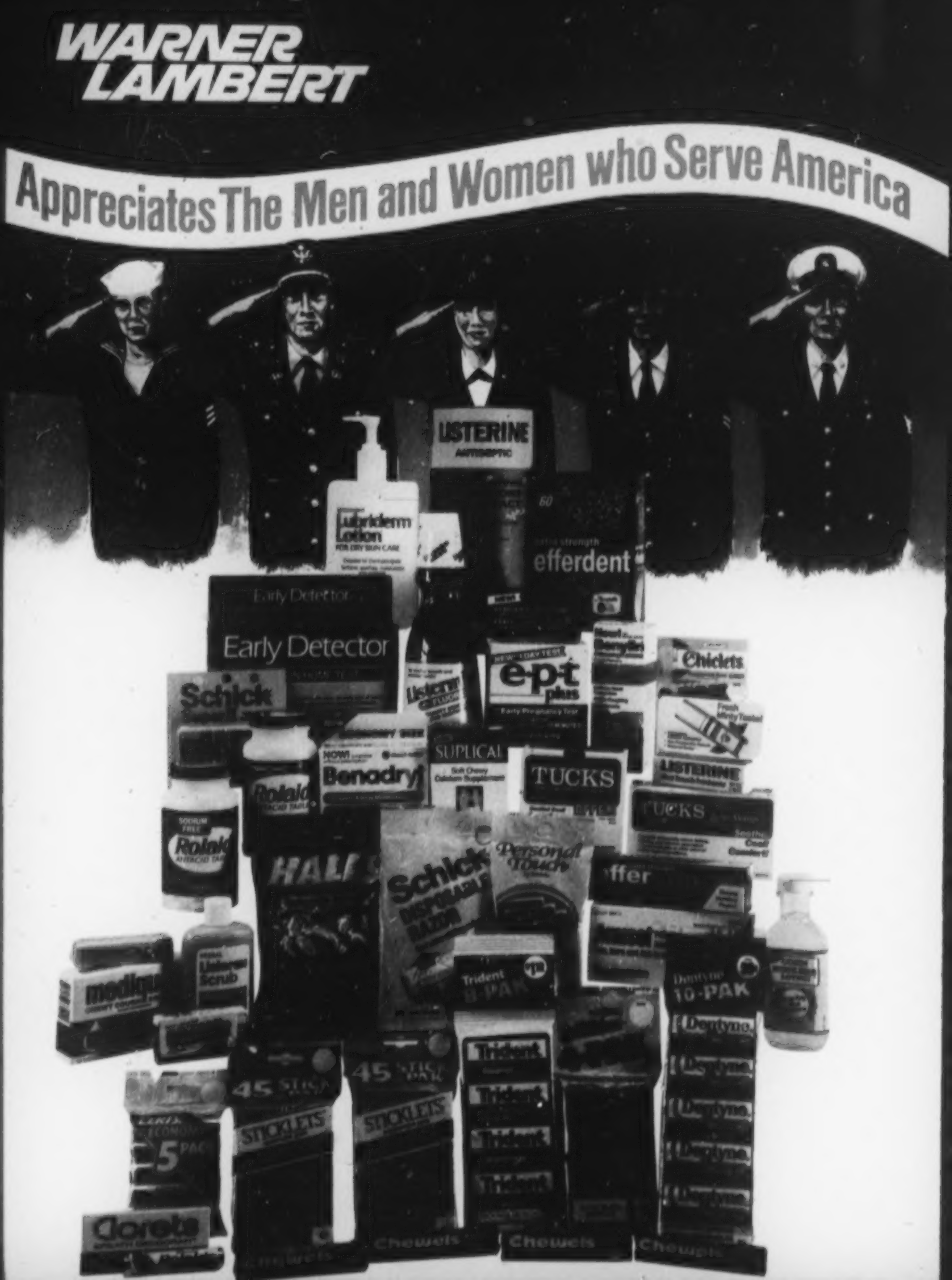

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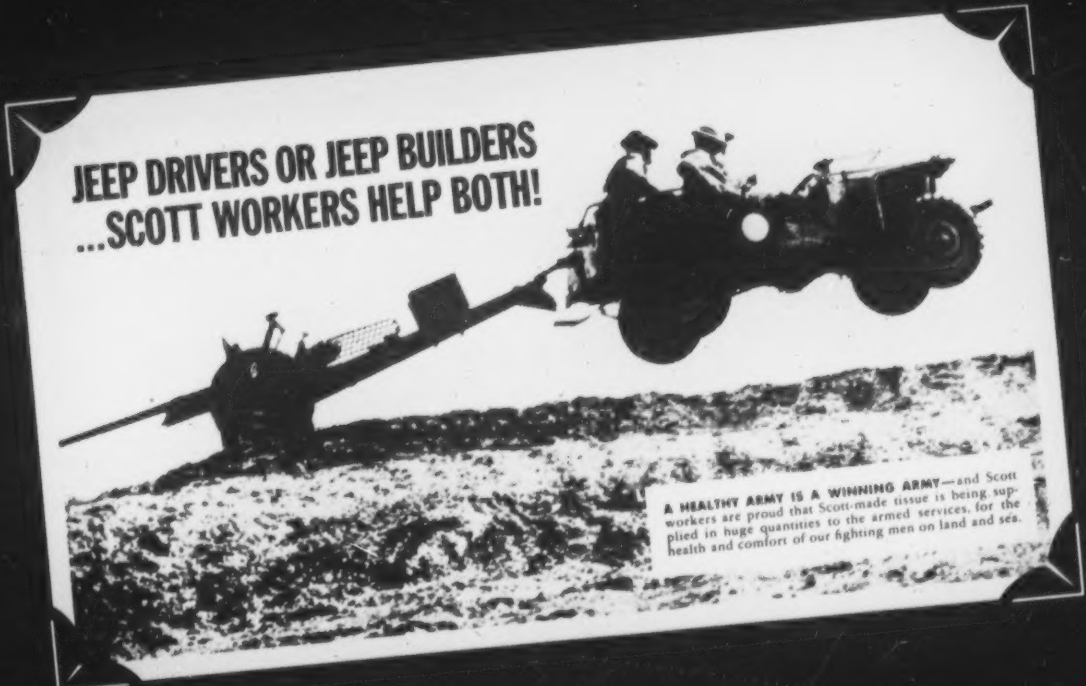

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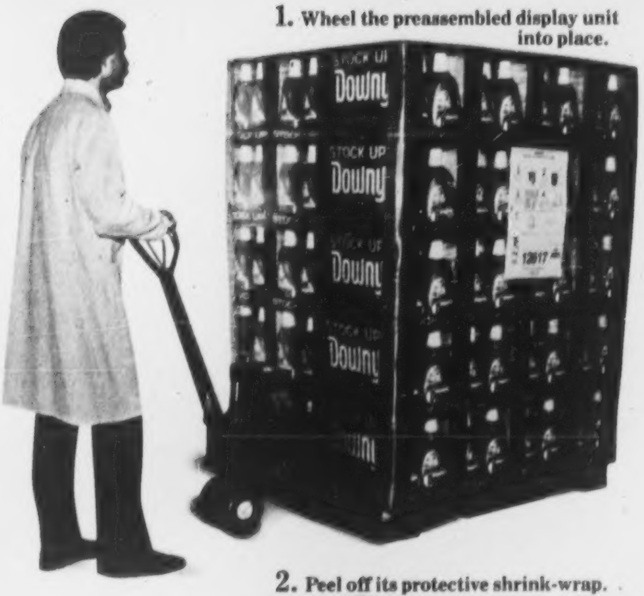

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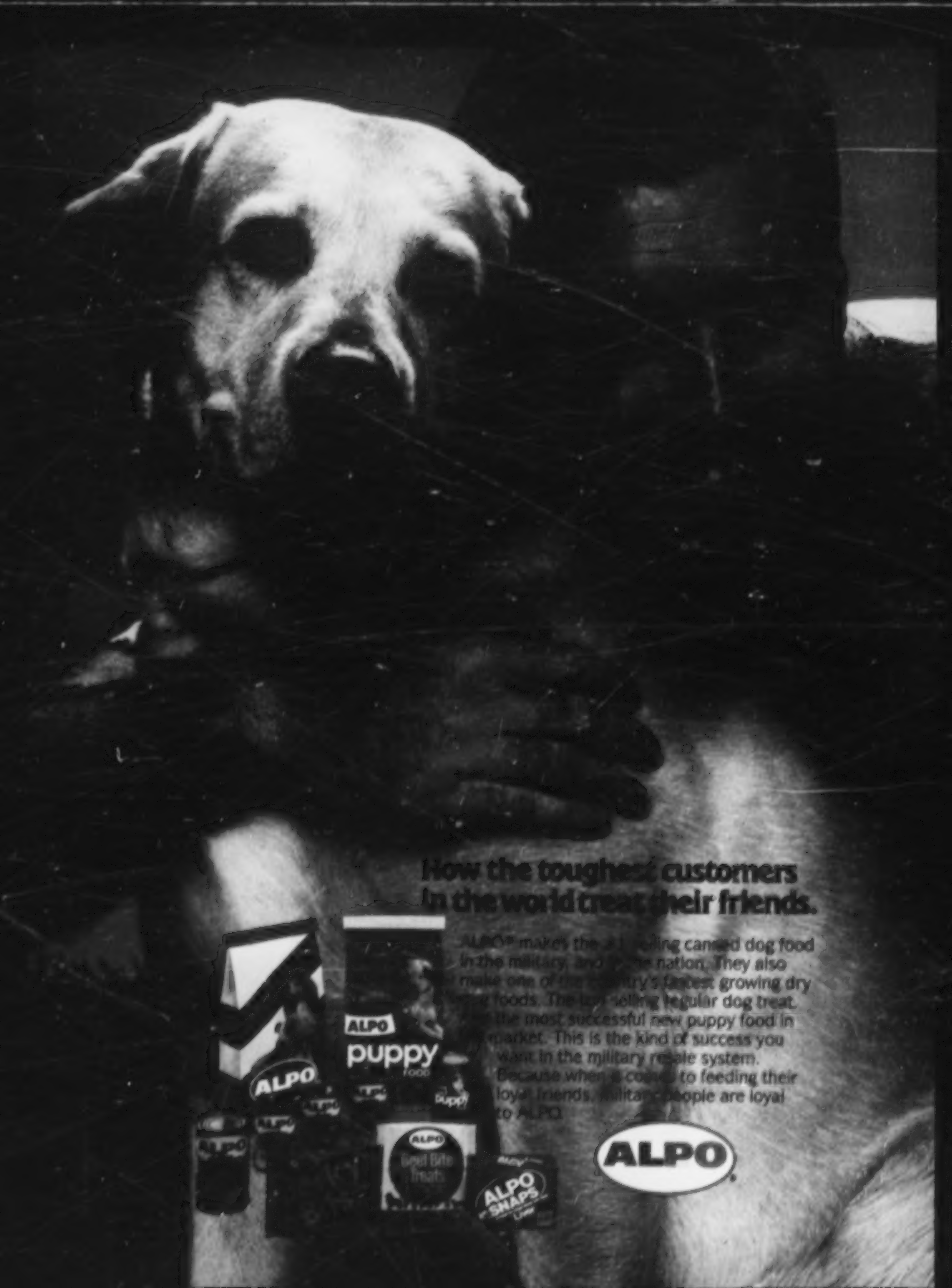

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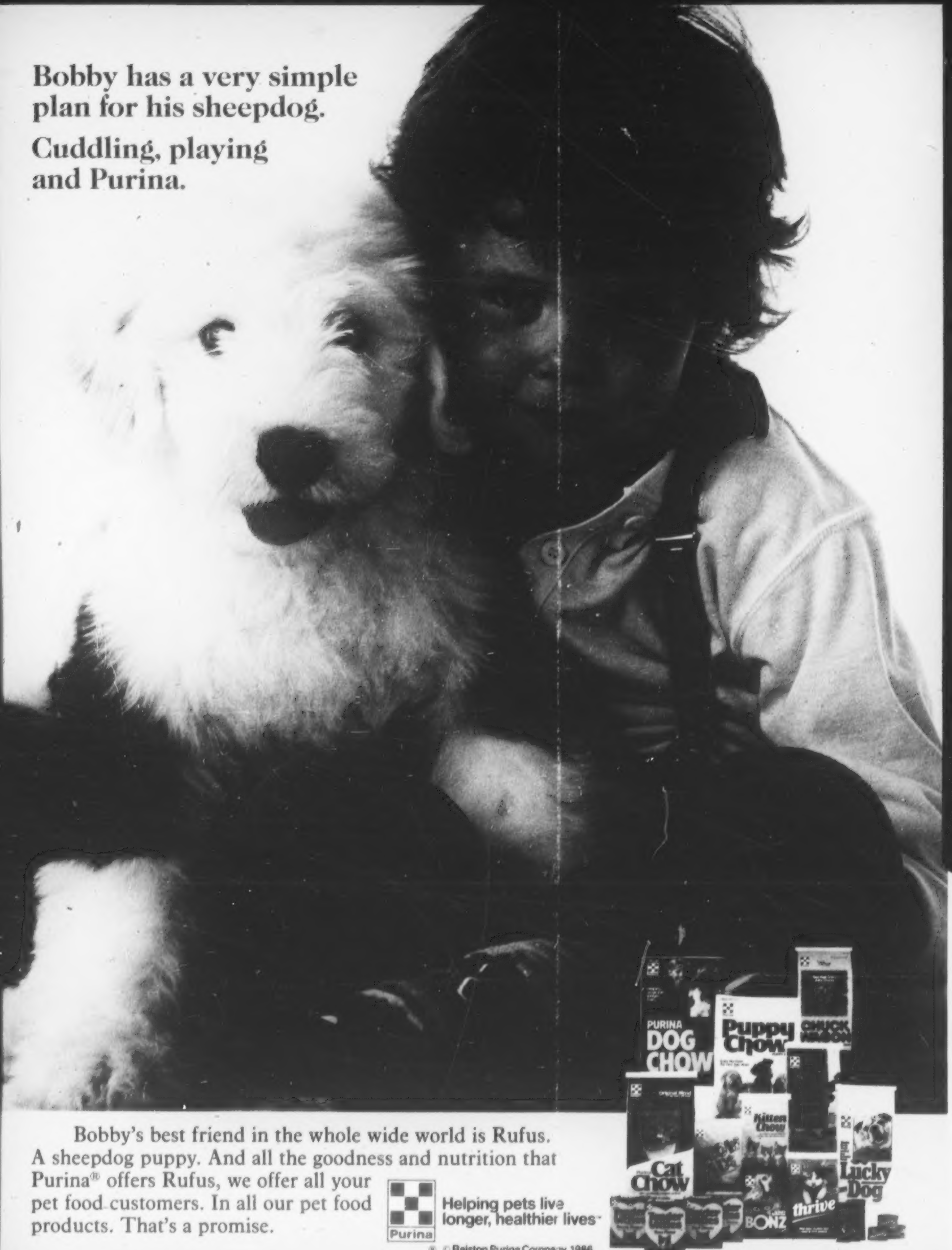

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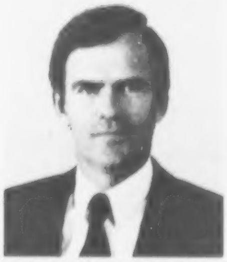

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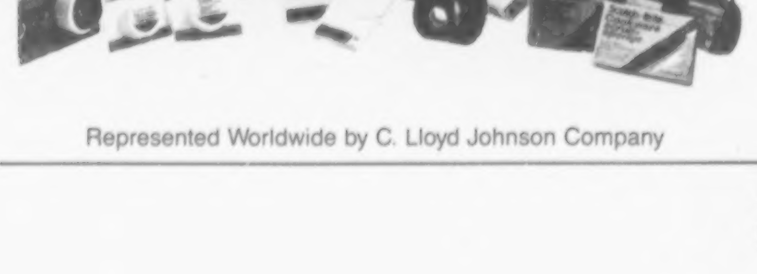

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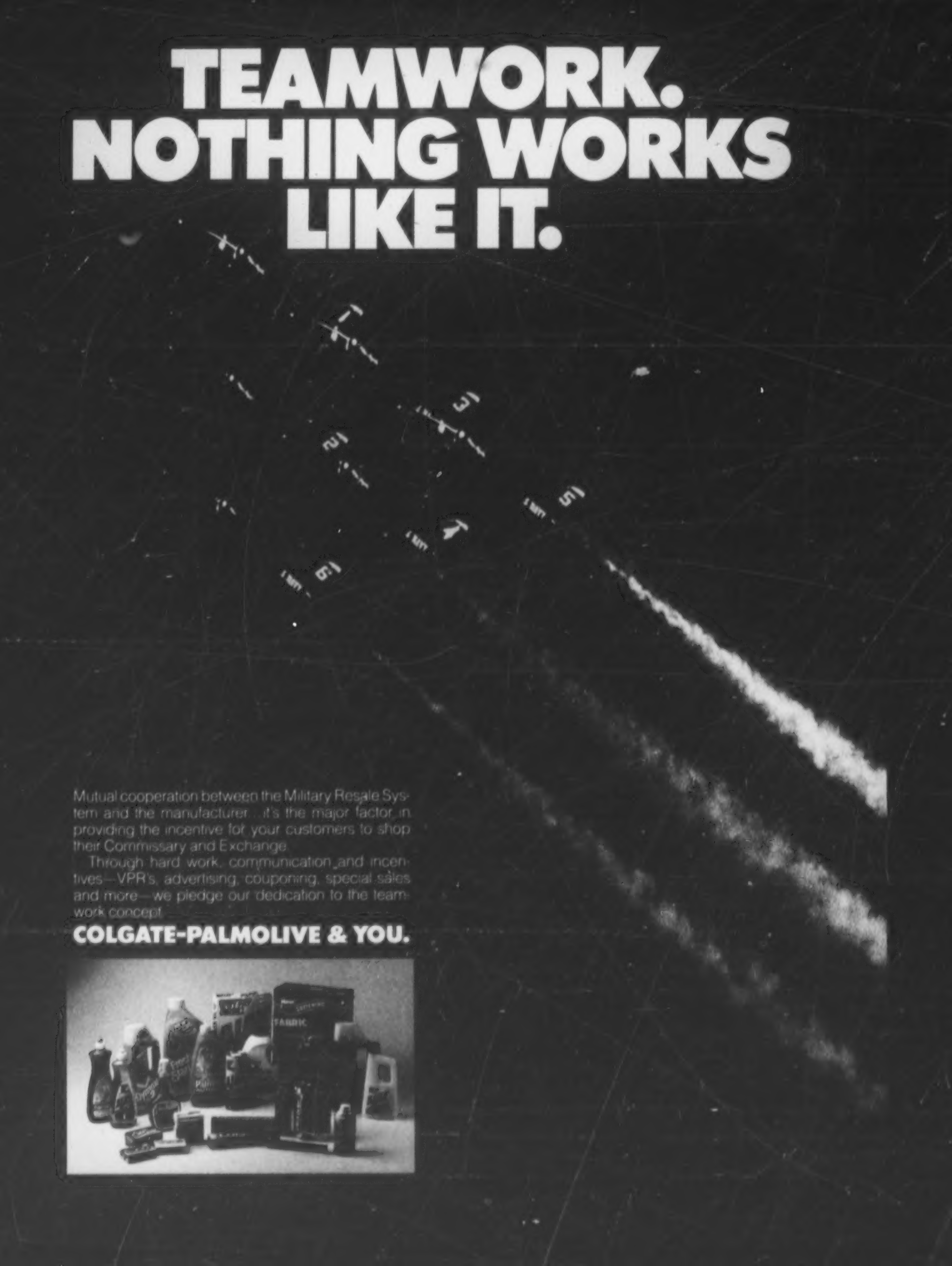

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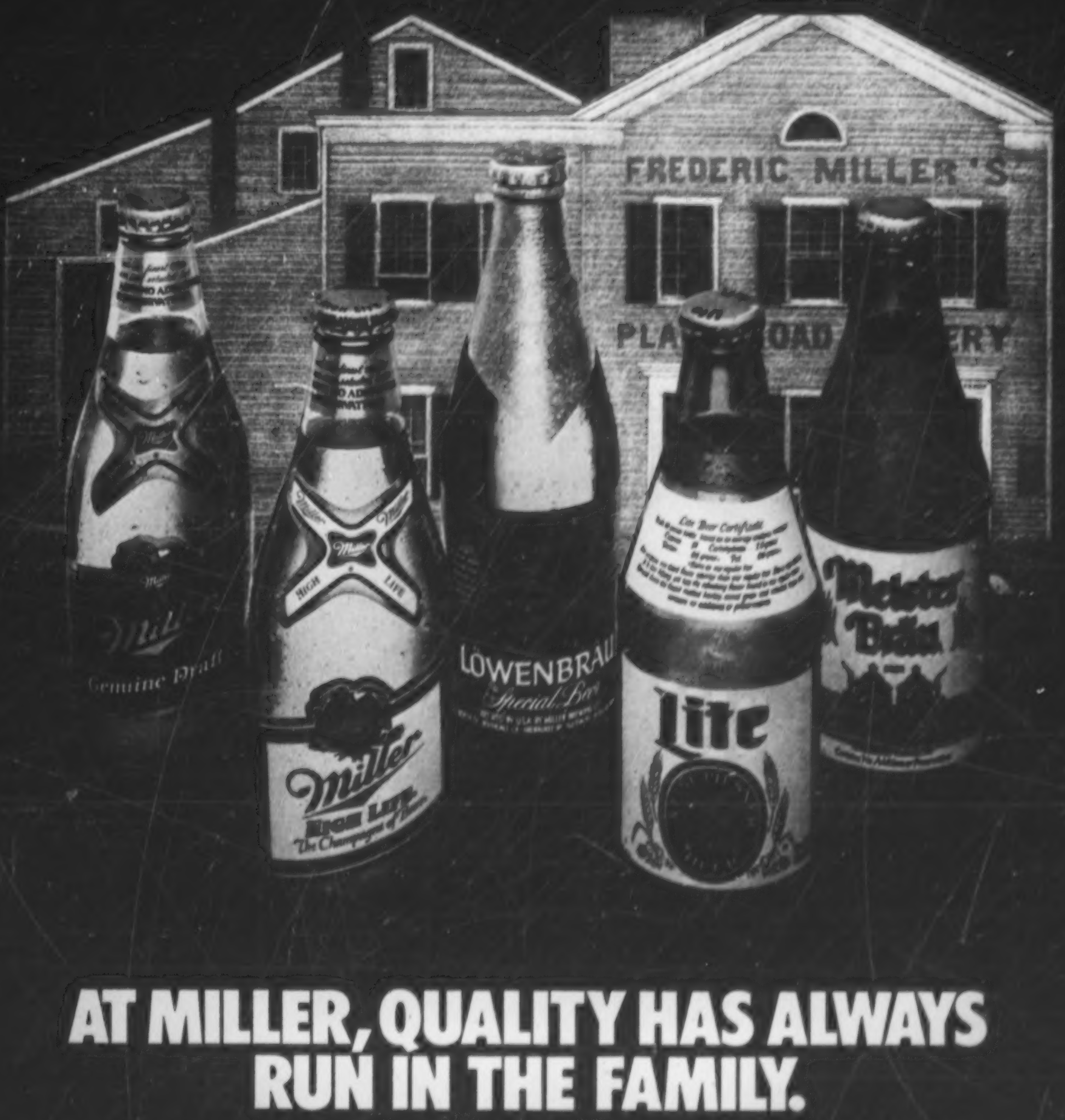

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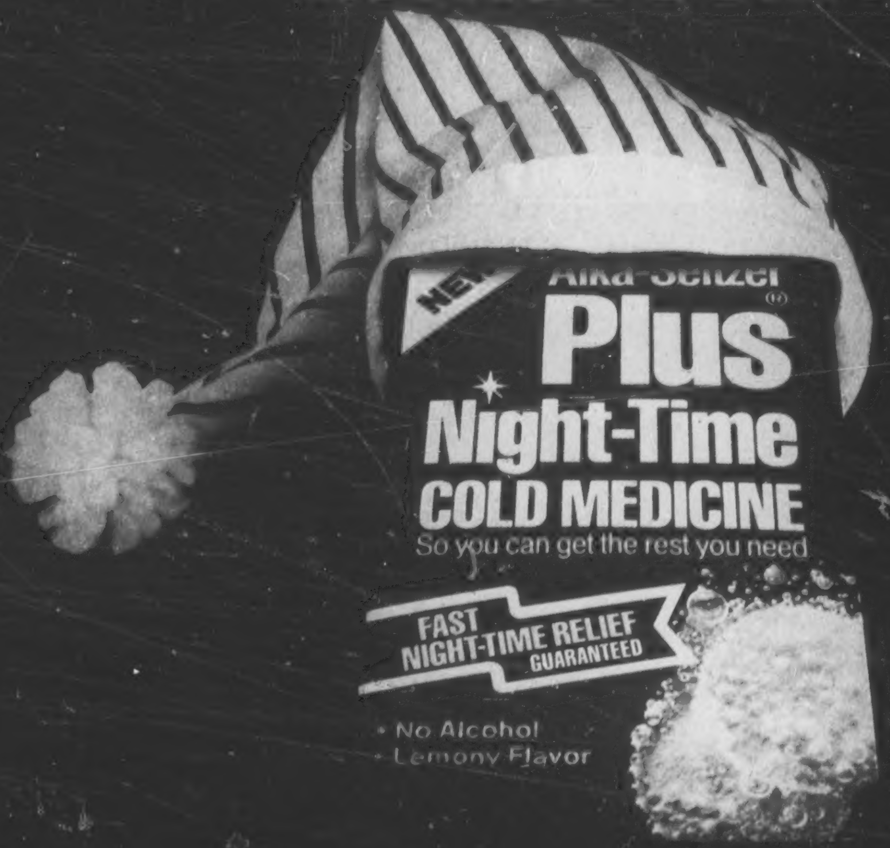

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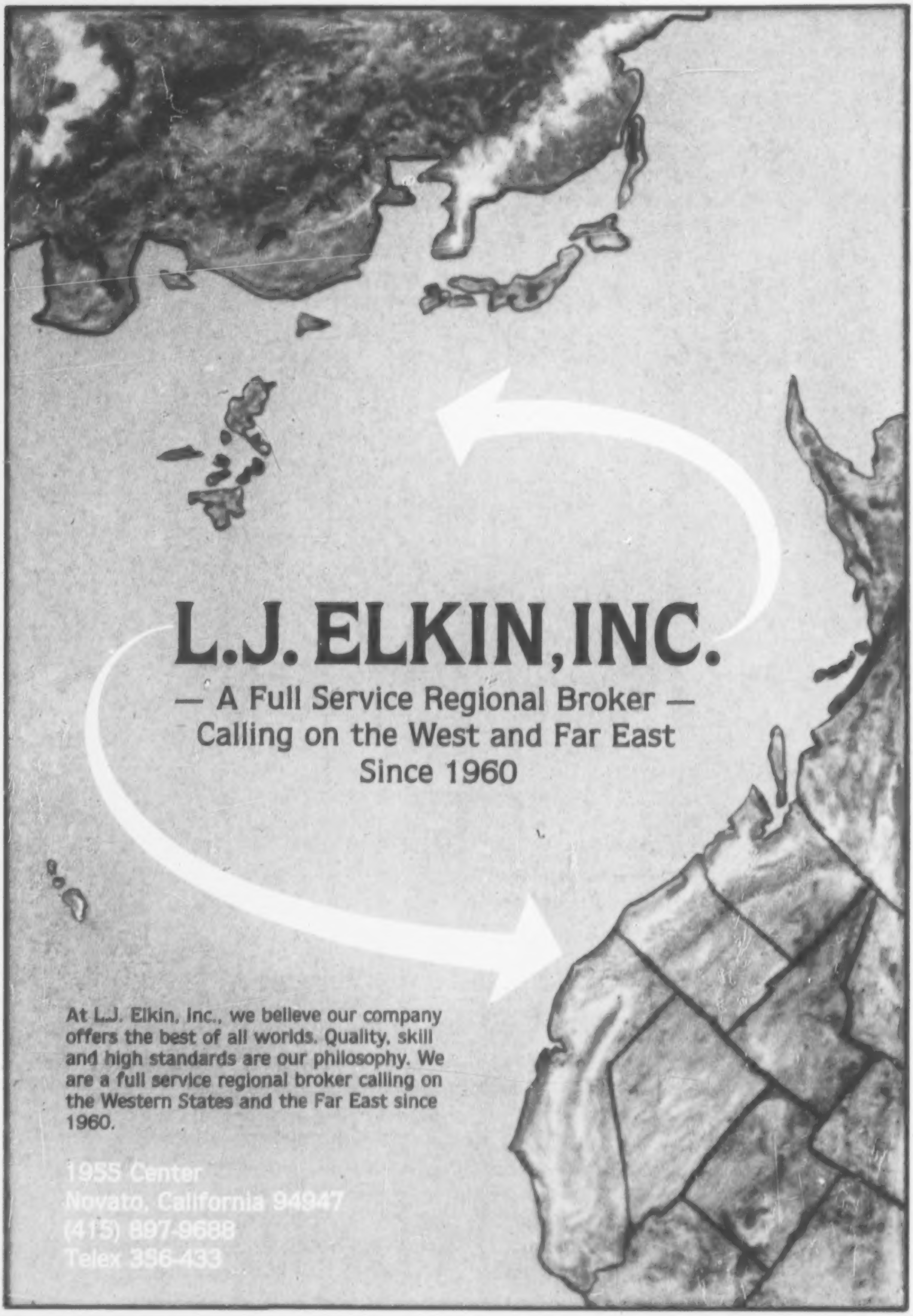

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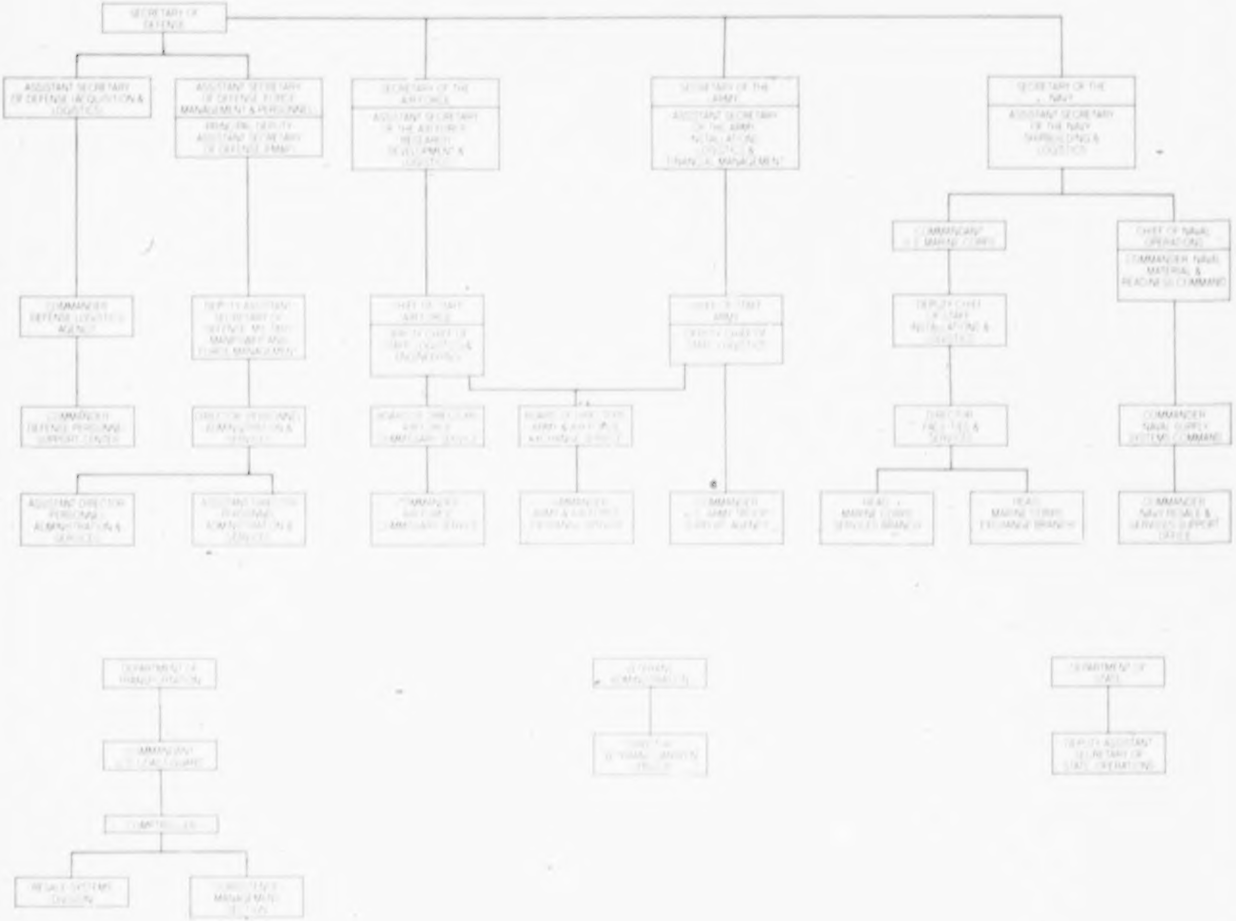
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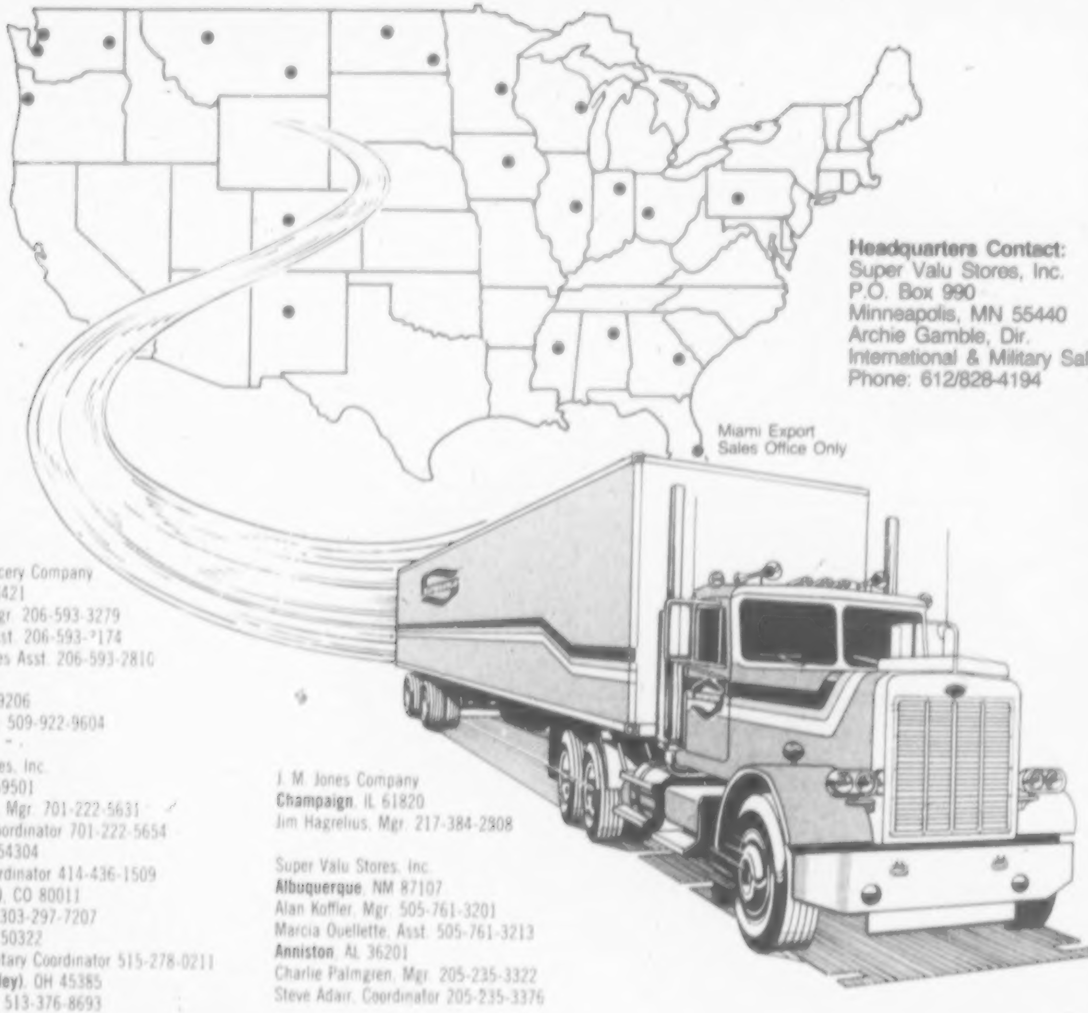

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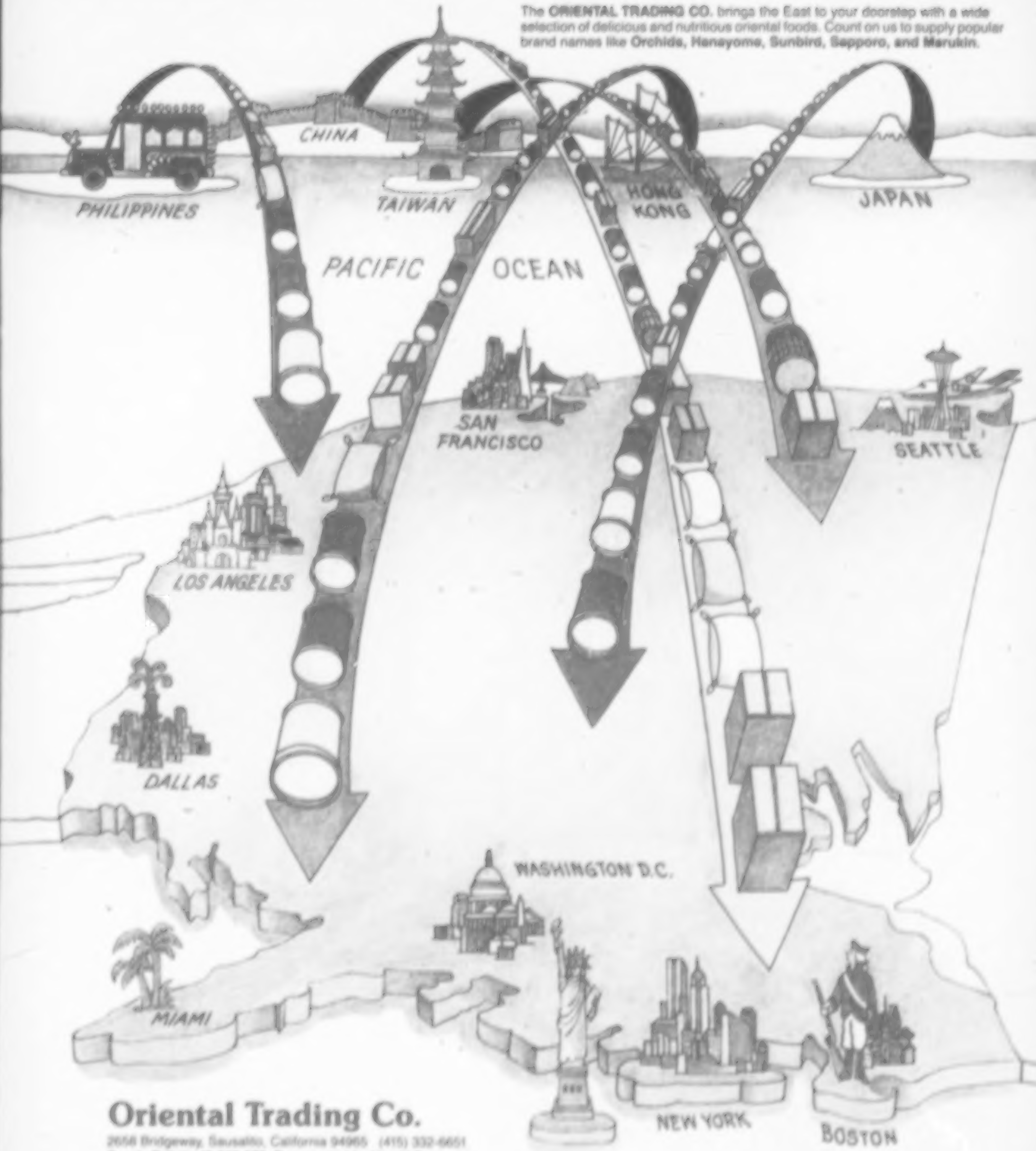

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Okinawa Complex
APO San Francisco 96239-6290
Ivars Vilnis

Spain Complex
APO New York 09283-5000
Capt. Robert L. Peaden, USAF

AFCOMS Sales Promotions

Major AFCOMS sales promotions typically include the following major sales: Store Manager Sale (Red Coat Sale), Anniversary Sale, the Customer Appreciation Sale, and the Young American Sale.

In addition to these major events, all AFCOMS stores are encouraged to develop themed sales promotions to coincide with the following seasonal and ethnic holidays: Martin Luther King's Birthday; Black History Week; Jewish Passover; Cinco de Mayo; Asiatic & Pacific American Heritage Week; Federal Women's Week; National Hispanic Week.

AFCOMS SALES/INFLATION COMPARISON

FY82–FY86

		Quarterly Retail Sales Increase <Decrease>	Rate of Inflation
FY82	1st Qtr.	8.1	1.8
	2nd Qtr.	5.5	2.2
	3rd Qtr.	7.0	3.6
	4th Qtr.	6.9	1.3
FY83	1st Qtr.	7.1	1.9
	2nd Qtr.	8.7	1.6
	3rd Qtr.	5.1	0.1
	4th Qtr.	2.9	8.7
FY84	1st Qtr.	1.0	2.1
	2nd Qtr.	2.3	5.5
	3rd Qtr.	2.5	3.8
	4th Qtr.	2.0	4.8
FY85	1st Qtr.	1.8	3.4
	2nd Qtr.	<0.2>	<0.1>
	3rd Qtr.	<0.2>	<0.8>
	4th Qtr.	<0.8>	<2.0>
FY86	1st Qtr.	1.0	<0.2>
	2nd Qtr.	4.5	<0.6>
	3rd Qtr.	1.7	1.4
	4th Qtr.	3.9	5.2

Note: Represents quarterly retail sales increase (adjusted for the number of AFCOMS sales days) and annual wholesale food inflation rate (U.S. Department of Labor Producers Price Index, Finished Consumer Goods, Food).

AFCOMS Commissary Store Sales
By Department
FY82–FY86

Department	FY82	FY83	FY84	FY85	FY86
Grocery	$1,359,276,549	$1,569,333,657	$1,617,104,972	$1,626,741,717	$1,671,134,702
Meat	310,631,286	355,301,867	346,073,691	330,914,416	333,685,377
Produce	79,418,459	93,523,261	100,944,181	100,771,558	109,953,004
Total	**$1,749,326,294**	**$2,018,158,785**	**$2,064,122,844**	**$2,058,427,691**	**$2,114,773,083**

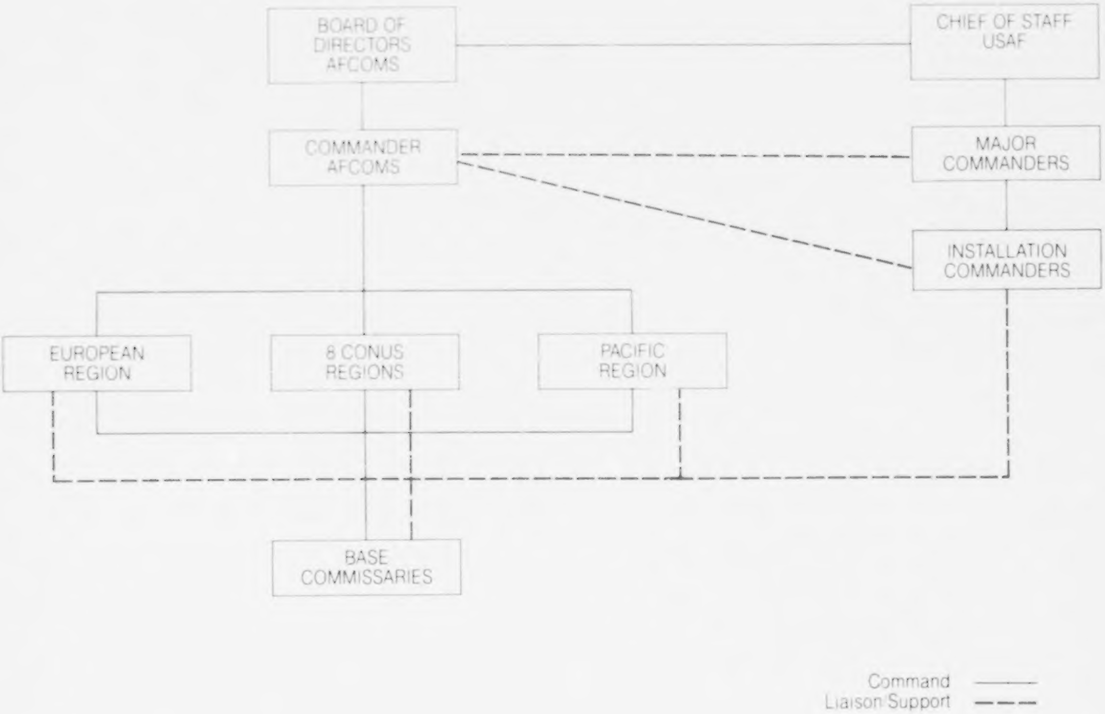
Note: Store sales exclude data from troop issue/subsistence accounts.

AFCOMS SHELF SPACE ALLOCATION BY COMMODITY GROUP

Commodity Group	% Factor
Best Buy	.020
Health Food	.012
Peanut Butter	.005
Jam and Jelly	.007
Liquid Dressing	.007
Mayonnaise and Salad Dressing	.007
Vinegar	.003
Pickles	.010
Olives	.003
Catsup and Mustard	.007
Barbecue Sauce	.003
Oil	.010
Shortening	.003
Pudding	.010
Flour	.007
Cake Mixes	.017
Baking Needs	.006
Gravies	.006
Sugar/Salt/Spices	.014
Pork and Beans	.007
Canned Vegetables/Mushrooms	.026
Potatoes & Stuffing Mix	.005
Small Family Section	.003
Canned/Dry Fruits	.012
Juice	.030
Cocoa	.004
Tea	.006
Instant Coffee & Creamer	.009
Ground Coffee	.013
Milk/Canned and Dry	.006
Canned Soup	.021
Dry Soup	.005
Prepared Dinners	.008
Canned Fish	.010
Canned Meat	.010
Canned Macaroni	.004
Sauce and Paste	.010
Dry Macaroni	.013
International Foods	.017
Rice	.008
Dry Beans	.003
Cold Cereal	.043
Pop Tarts	.006
Hot Cereal	.006
Pancake Mix	.003
Pancake Syrup	.003
Cookies & Crackers	.024
Candy/Peanuts	.027
Chips, Snacks & Popcorn	.032
Powdered Beverages	.010
Soda	.037
Sanitary Napkins	.010
Health & Beauty Aids	.043
Baby Formula	.007
Baby Foods	.018
Baby Diapers	.033
Semi-Moist Dog Food	.003
Dry Dog Food	.031
Canned Dog Food	.010
Dry Cat Food	.007
Canned Cat Food	.012
Cups & Plates	.010
Napkins	.010
Paper Towels	.038
Facial Tissue	.010
Toilet Tissue	.041
Bags & Wraps	.016
Box Detergent	.026
Liquid Detergent	.007
Bleaches & Starch	.010
Fabric Softeners	.010
Liquid Dish Detergent	.010
Electric Dish Detergent	.003
Heavy Duty Cleaners	.007
Ammonia & Window Cleaners	.003
Soap Pads & Cleaners	.003
Bath & Bowl Cleaners	.003
Skilcraft Products	.010
Air Fresheners	.003
Waxes and Carpet Free	.003
Bar Soap	.010
Light Bulbs	.003
Charcoal	.003
Insecticide	.003
Gourmet	.006
Total:	1.000

Note: The above commodity groups and percentages will vary store-to-store, due to the recent elimination of the Best Buy, health food, and small family section.

AIR FORCE COMMISSARY SERVICE



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ARMY AND AIR FORCE EXCHANGE SERVICE (AAFES)

3911 S. Walton Walker Boulevard
Dallas, TX 75236-1598
Phone: (214) 780-2011
Telex: 73-2374
Commander: Major General John E. Long, USA

MG Long

BG Kahla

Selling to AAFES

AAFES Mission & Purpose

The Army and Air Force Exchange Service (AAFES), now in its 92nd year, is responsible for providing goods and services to the U.S. military community at home and abroad. As a non-appropriated federal instrumentality, it is mostly self-supporting and generates earnings each year which are used to help fund the military's morale, welfare and recreation (MWR) programs.

From its headquarters in Dallas, Texas, AAFES operates nearly 6,000 retail facilities on military installations worldwide. It also runs 1,800 food outlets including franchised Burger King restaurants; 600 automotive facilities; catalog services; 360 movie theaters and 2,000 vending patios. Additionally, AAFES offers personal services through concession contracts with local businesses. These include beauty and barber shops, florists, laundries and cleaners and repair shops of all kinds.

In oversea areas, AAFES runs its own meat and ice cream plant, a dairy plus bakeries and is responsible for the dependent school lunch program at Department of Defense schools.

The purpose of AAFES is stated in its two-fold mission: to provide merchandise and service to authorized customers at uniformly low prices, and to generate reasonable earnings in support of military morale, welfare and recreation programs. The mission has remained essentially unchanged since exchanges were established in July 1895.

Annual sales in AAFES facilities amounted to $5.2 billion in 1986. After operating expenses are paid, earnings are split evenly between AAFES—for capital expenses, and MWR. Last year's dividends to MWR amounted to $114.5 million. Over the past 20 years AAFES has returned some $1.6 billion to the services for MWR purposes.

AAFES buys goods and supplies from about 40,000 firms in the U.S. About 88% of these are small businesses. AAFES policy is to cooperate to the fullest extent with all suppliers and manufacturers while maintaining the highest ethical business standards. AAFES is also receptive to minority businesses. Quality and price are the basic determining factors in all purchasing decisions.

AAFES operates worldwide and has two oversea subordinate organizations, **AAFES-Europe** based in Munich, Germany and **AAFES-Pacific** in Honolulu, Hawaii. In the U.S., AAFES is divided into five exchange regions. It also has its own distribution network based in Atlanta, Georgia. Addresses of these organizations are contained in the following pages.

While it is a joint military command, AAFES has only 102 military personnel assigned and employs some 72,000 civilians. Nearly 28,000 employees are military family members. All civilian salaries are paid from AAFES earnings, not from funds appropriated by the U.S. Congress.

Visiting AAFES

AAFES negotiates only with authorized individuals and awards contracts only to eligible persons and firms. To conduct business, all visitors must have some identification that will establish the visitor's authority to represent a principal. A direct hire employee of a manufacturer should have a business card, badge, ID card, or letter on the company letterhead. A manufacturer's representative, either self-employed or employed by a firm, must have a current letter of authorization from each of the manufacturers represented, which authorizes the individual to conduct business on behalf of the manufacturer. A current letter is one dated within the last twelve months.

When visiting AAFES, visitors are also required to have a registration number. This number is obtained by completing AAFES Form 3900-56 (a Notice of Appearance Before Exchange Activity) and if necessary, a continuation sheet, AAFES Form 3900-57. Unless a correction is necessary, the registration number will be used again when visiting any AAFES facility. Particular attention should be paid to the reverse side of the form which includes a statement of AAFES policy on gratuities, references to pertinent Army and Air Force regulations and brief summaries of applicable statutes.

Visitors must complete a Visitor's Registration Form, AAFES Form 3900-58, on every visit.

Store Visitation Policy

If the firm is under contract with AAFES, entry to the stores as a vendor rep is authorized by the contract. Representatives who do not have a contract with AAFES may get visitation privileges by making an appointment in advance through the appropriate CONUS exchange region and/or oversea merchandise branch and/or division.

If the request to visit is approved, a letter of temporary access authorization is issued, listing an expiration date, exchanges the representative may visit, names and telephone numbers of exchange managers, and the reason for the visit. A copy of the letter is also forwarded to exchanges listed.

General Procurement Information

AAFES purchases retail merchandise, supplies, services and equipment in a variety of markets, incorporating many types of competition and bargaining positions. Although some purchases may be made from Government sources, the general method of procurement is from private industry through negotiation (as opposed to formal advertising used in some appropriated fund procurement) on the basis of full and free competition from all interested and eligible sources. Any reputable firm or individual can make application to sell to AAFES with confidence that the product or service will receive fair and impartial consideration. Sample shipments must be clearly marked "sample warehouse." Do not address samples to any AAFES individual or send unsolicited samples.

The sale of some retail merchandise by CONUS exchanges is limited by category and cost price by the Armed Services Exchange Regulations approved by Congress. A list of items and current cost price limitations is available from Hq AAFES. There are no limitations on retail merchandise sold in oversea exchanges.

AAFES merchandising policy is to respond to customer demand in the selection of items and brands to be stocked. Accordingly, the stock assortment is generally comprised of brands which have demonstrated consumer acceptance in the commercial sector. AAFES does not attempt to create a new market for new items or new vendors.

Commodity Procurement (Merchandise, Supplies, Equipment and Food)

CONUS

Hq AAFES and the CONUS exchange regions buy commodities from CONUS sources as explained below.

Hq AAFES in Dallas, TX conducts negotiations and establishes sources for resale merchandise of U.S. origin for items sold in oversea exchanges, items and services for CONUS exchange regions, items stocked in distribution warehouses, and items available through AAFES mail order catalogs. Hq AAFES also buys U.S.-origin retail and institutional food for sale worldwide. Precious jewelry items and prerecorded music (records, tapes and discs) are purchased by contracting officers at the AAFES Distribution Region (ADR), Atlanta, GA. Firms or individuals wanting to sell their products to Hq AAFES should write or telephone the appropriate purchasing sections listed below. Firms or individuals wanting to sell precious jewelry items should address correspondence to the AAFES Distribution Section, P.O. Drawer WW, Forest Park, GA 30051, or call (404) 363-5163. Firms wanting to sell prerecorded records, tapes or discs should address correspondence to the Records Distribution Section, P.O. Drawer WW, Forest Park, GA 30051 or call (404) 363-3761.

The five CONUS exchange regions purchase the merchandise items, retail food and institutional food, sold in the post and base exchanges located in their respective geographical areas which is not purchased from Hq AAFES established sources. Firms or individuals wanting

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•Teams have to beat the clock in this sprightly new adult party game that inspires quick-thinking and fast-talking.
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These high-quality tapes feature character voices, music, and sound effects. The full-color books are beautifully illustrated. Popular licenses include: •*Sesame Street*® stories with all the beloved characters. •*Peanuts*®, with the one and only Snoopy •Everybody's favorite bad boy, *Dennis the Menace*® •Plus *Lady LovelyLocks*™, sing-alongs, and such familiar Christmas stories as *Rudolph, the Red Nosed Reindeer.*

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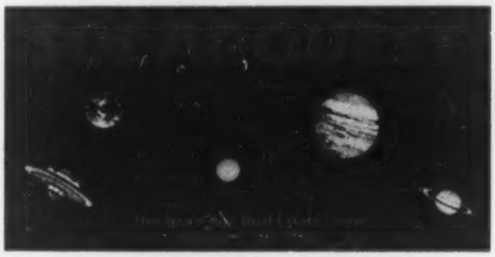

•This space-age real estate game is timely, educational, and fun for players aged 8 through adult.
•*Solarquest* challenges players to travel throughout the solar system and build monopolies by acquiring properties, charging outrageous rents, and selling precious fuel at exorbitant prices.
•The player who strategically advances through the solar system, establishes the greatest financial empire, and wisely utilizes his fuel supply wins the game.

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High-Definition Audio /Video Cables

The audio and video cables you receive with your electronics purchase may rob you of top performance from your VCR or stereo. Low grade insulators and light gauge wiring could distort both pictures and sounds.

SC-2™ STYLUS CARE SYSTEM

For Optimum Stylus Performance

A diamond stylus picks up a tightly bound coating of vinyl additives, contaminants and dust during record play, becoming an instrument of destruction rather than a quality tracking system. A dirty stylus can cut a record's life by two-thirds.

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Dirt and contamination are the worst enemies of record collections. A dirty record sounds poorly during playback, provides low quality tape recordings and stratches easily.

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These three products come housed together in a solid American walnut storage tray with a tinted dust cover.

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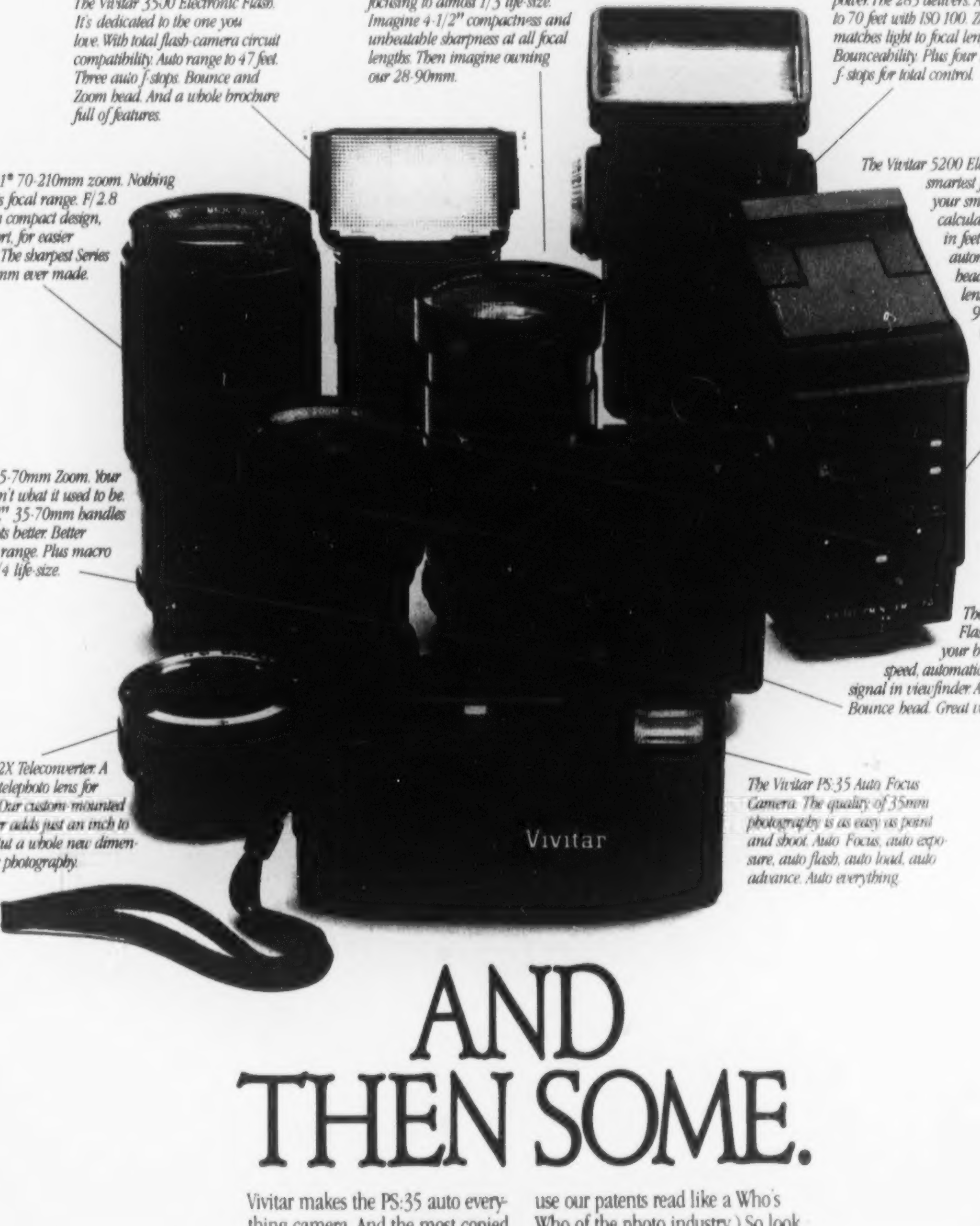

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The Vivitar 3500 Electronic Flash. It's dedicated to the one you love. With total flash-camera circuit compatibility. Auto range to 47 feet. Three auto f-stops. Bounce and Zoom head. And a whole brochure full of features.

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The Series 1® 70-210mm zoom. Nothing faster in its focal range. F/2.8 fast. And a compact design, 5-1/2" short, for easier handling. The sharpest Series 1 70-210mm ever made.

The Vivitar 5200 Electronic Flash. The smartest flash you can put on your smart camera. An LCD calculates and displays ranges in feet or meters. Easily, automatically. Four zoom head settings match light to lens coverage. Zero to 90° vertical head delivers soft, even light. It's light years ahead of the competition.

The Vivitar 35-70mm Zoom. Your old 50mm isn't what it used to be. Our light, 2.7" 35-70mm handles "normal" shots better. Better means more range. Plus macro focusing to 1/4 life-size.

The Vivitar 2800D Electronic Flash. This flash "talks" to your body. Sets proper shutter speed, automatically. Activates "ready" signal in viewfinder. Auto range to 40 feet. Bounce head. Great value.

The Vivitar 2X Teleconverter. A world class telephoto lens for under $20. Our custom-mounted Teleconverter adds just an inch to your lens. But a whole new dimension to your photography.

The Vivitar PS:35 Auto Focus Camera. The quality of 35mm photography is as easy as point and shoot. Auto Focus, auto exposure, auto flash, auto load, auto advance. Auto everything.

AND THEN SOME.

Vivitar makes the PS:35 auto everything camera. And the most copied lenses and flashes in the world. (The people who use our patents read like a Who's Who of the photo industry.) So look for Vivitar at your exchange. Great pictures can't get any easier.

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to sell their products to these CONUS regions should write or telephone the appropriate buyers for the region involved. Information regarding the CONUS exchange region mailing addresses, telephone numbers, vendor appointment times, and listings of exchanges within each region is given below.

Alaska and Offshore Exchanges

The **Golden Gate Exchange Region** is responsible for purchasing merchandise from sources in Alaska to be sold in exchanges in Alaska. Vendors in Alaska wanting to sell to AAFES may present their products to Alaska Area Exchange, who will forward the information to the Golden Gate Exchange Region.

The **Southeast Exchange Region** purchases merchandise for exchanges in Puerto Rico and Panama. The **Capitol Exchange Region** purchases merchandise for exchanges in Greenland and the Azores.

Other Oversea Exchanges

Commodities are bought for other oversea exchanges as explained below.

The **Hawaii Area Exchange** purchases some items of U.S. origin from sources in Hawaii to be stocked and sold in exchanges there.

Merchandise and food of foreign origin to be stocked and sold in oversea exchanges is primarily bought by **Hq AAFES-Europe** from sources in Europe. The Purchasing Directorate's Pacific Field Office handles sources in the Pacific. The addresses are:

(APO)
Hq AAFES-Europe
APO New York 09245

(Commercial)
Commander
Hq AAFES-Europe
McGraw Kaserne
Tegernseer Landstr. 210
8000 Muenchen 90
Federal Republic of Germany

(APO)
Hq AAFES Purchasing Directorate
Pacific Field Office
APO San Francisco 96328

(Commercial)
Hq AAFES Purchasing Directorate
Pacific Field Office
Yokota Air Base Bldg. #4018
Fussa-shi, Tokyo 197
Japan

There is no need for U.S. firms that want to have their products sold in Europe and the Pacific to visit the oversea exchange headquarters, area exchanges or installation exchanges. They should contact the appropriate Hq AAFES purchasing sections listed in this directory.

Non-Resale Items

These are the supplies and equipment items used by AAFES exchange activities. Inquiries regarding selling of non-resale items should be addressed to the Chief, Support Procurement Division, Hq AAFES, P.O. Box 660202, Dallas, TX 75266-0202.

Hardback Books, Paperback Books, Newspapers and Magazines

Responsibility for purchasing publications is divided among several AAFES elements as well as the Stars and Stripes organization.

Selections of hardbound books are extremely limited. All publications are purchased by each of the five exchange regions through local distributors. Procurement of these products are not initiated at the Hq AAFES level with publishers or authors.

For Alaska, purchasing is done by the Golden Gate Exchange Region.

For Hawaii, vendors may present their products to the Hawaii Area Exchange.

Publications for the Azores and Greenland are purchased by the Capitol Exchange Region. Publications for Panama and Puerto Rico are handled by the Southeast Exchange Region.

In Guam, Japan, Korea, Okinawa and the Philippines, all publications are provided to AAFES by Pacific Stars and Stripes located in Tokyo, Japan. Their mailing address is: Pacific Stars and Stripes, APO San Francisco 96503.

In Europe, all publications are sold in book stores operated by the Stars and Stripes through their headquarters located at Postfach 11-10-34, D-6100 Darmstadt 11 West Germany. Their military mailing address is: Stars and Stripes European Edition, APO New York 09175. Stars and Stripes also maintains an office at 252 Seventh Avenue, Room 401, New York, NY 10001; Telephone: (212) 620-3333/4/5, Attention: Director, New York Operations.

If you want to have your book considered for possible stockage by AAFES activities, contact any or all of these organizations.

Customer Service Contracts

A variety of customer service concessions are operated by contract with individuals and business firms. Barber and beauty shops, laundry and dry cleaning, optical shops, flower shops, watch repair, amusement and music vending, beverage vending, and full-line product vending are examples of services provided.

The contracts are established through full and free competition among all eligible sources interested in providing the services. Participation by small businesses and minority business enterprise is encouraged. In addition, AAFES reserves certain new services for minority businesses identified by the Minority Business Development Agency, U.S. Department of Commerce. For more information on minority business opportunities, contact the Special Assistant for Minority Business Utilization at Hq AAFES.

In CONUS, contracting is done at each of the five exchange regions for exchanges under their jurisdiction. Anyone interested in providing a customer service should contact the contracting office at the appropriate exchange region.

Firms or individuals wanting to provide a service at oversea locations have to comply with the laws and regulations of the host country. For further information, contact the applicable oversea exchange system.

Construction Contracting

AAFES contracts for new construction, facility modifications, and the installation of equipment and fixtures. The exchange region contracting offices are responsible for procurement when the amount is less than $200,000.

Hq AAFES-PD contracts for new construction and renovation exceeding $200,000. Prospective construction source lists are recommended by the contract design architect, the military installations where the projects are to be performed, and individual requests. Plans and specifications may be examined at F. W. Dodge Division or other plan rooms near the construction site. If you are interested in a particular construction project, contact Hq AAFES-PD, P.O. Box 660202, Dallas, TX 75266-0202.

Firms or individuals interested in performing construction contracts for exchange regions and/or area exchanges should contact them to be included in their source files.

Architect-Engineer (A-E) Services

A-E service contracts are established with selected firms based on professional qualifications and other considerations necessary for satisfactory performance of the work required.

For CONUS and Alaska, most of the contracts are negotiated by Hq AAFES-PD Support Procurement Division. Source selection is made by Hq AAFES Engineering Division. If you are interested in being considered for selection, you should send a completed Standard Form (SF) 254, Architect-Engineer and Related Services Questionnaire, along with other pertinent data about your firm, to Hq AAFES Engineering Directorate.

The five CONUS exchange regions also procure A-E services on a limited basis covering some of the smaller projects. If you are interested in being considered for selection, you should contact the Engineering Branch of the applicable exchange region.

Oversea exchange systems have published guidance for the selection of A-E firms in their areas. For further information, write directly to the Procurement Support Division/Office of the applicable oversea exchange system.

Contracting Officers

Only contracting officers may bind AAFES contractually. AAFES contracts must be in writing.

Contracting officers are AAFES employees or military officers assigned for duty with AAFES, who have been designated by certificate of appointment. Contracting officers are empowered to negotiate, execute and administer contracts, purchase orders, delivery orders, etc., under their specific certificate of appointment. They have considerable authority to act for AAFES in business matters.

Source List Applications

Firms or individuals interested in doing business with AAFES should submit a completed Source List Application, AAFES Form 4200-10. The form is available from all AAFES purchasing activities. Completed forms should be returned to the purchasing activity where you want to do business. This form serves two purposes: (1) it provides information regarding the different categories of items or services the firm wants to provide, and (2) provides the contracting officer with pertinent information about the interested individual/firm.

Catalog Sales Center

The Catalog Sales Program provides exchange customers worldwide with a major assortment of quality merchandise by mail order and through over-the-counter sales at most exchanges in CONUS. The catalog in effect serves as a retail store for many customers assigned to remote areas or at locations where shopping facilities are limited. It also provides a means for obtaining or sending gifts.

Approximately 650,000 copies of the catalog are printed and are distributed all over the world to authorized exchange customers. The Catalog Sales Center is headed by the Chief, Catalog Sales Divisions, Marketing Directorate.

Firms or individuals interested in offering products for inclusion in the Catalog Sales Program should contact the Hq AAFES Purchasing Directorate for U.S.-origin products. Oversea suppliers should contact the European Merchandising Division, Munich, Germany, or the Pacific Field Office, Yokota, Japan. In addition, direct contact can be made with the chiefs of the American, European or Pacific Mail Order Groups.

Distribution Centers

Exchanges worldwide are supported from 13 Distribution Centers (DCs) in CONUS which receive, process, and ship a variety of merchandise categories. The Atlanta DC, Forest Park (Atlanta), GA, distributes fine jewelry, phonograph records and pre-recorded tapes, shoes, military uniforms, fashion and seasonal clothing (flat pack only), fashion shoes, and AAFES American Catalog merchandise worldwide. Additionally, they distribute general merchandise to all exchanges east of the Mississippi, and Europe, plus selected items to other exchanges worldwide.

From the Oakland, CA DC, general merchandise is distributed to stores west of the Rockies, Alaska and throughout the Pacific. The Fort Worth DC supports exchanges east of the Rockies and west of the Mississippi.

Women's, men's and children's fashion and seasonal clothing are distributed to exchanges on a worldwide basis from the **Fashion Distribution Center** (FDC) at Hq AAFES and a Fashion Distribution Activity, Atlanta, GA. All distribution centers are under supervision of the AAFES Distribution Region at Atlanta.

How Merchandise is Distributed

AAFES uses two major systems to resupply its retail facilities. In the "open order" or "direct delivery" method, the vendor ships the merchandise directly to the store in need. Conversely, the "warehousing" method requires that shipments first go through one or more AAFES warehouse distribution points, then on to the designated facility.

Selection of the best method of distributing merchandise in the AAFES Stock Assortment is determined by the vendor's terms, type of service needed, the nature of the merchandise category, and an evaluation of the economic/operational advantages to AAFES and its customers.

Gifts and Gratuities

Government personnel are prohibited from accepting any gift or gratuity from any person or firm doing, or seeking to do business with the Government. The term "gratuity" includes entertainment, favor (such as special or direct procurement of any item, product, or service through other than a regular business outlet for AAFES employees, a member of their family, or a member of their household, whether or not payment is rendered), or anything of monetary value given to AAFES employees or a member of their family (except a bona fide gift to a family member of the donor).

Acceptance of a gift or gratuity subjects AAFES employees to disciplinary action to include separation, civil suit for recovery of the value of the gift or gratuity, and criminal prosecution.

The offering or giving of a gift or gratuity by an individual or firm (or its employees or agents) could lead to serious consequences to include termination of contracts, determination of nonresponsibility for award of contracts, suspension/debarment, civil suit for recovery of the value of the gift or gratuity and/or other damages, and criminal prosecution.

AAFES solicits your support of this important policy. Should you become aware of any indication or evidence of violation of this policy, please report it in writing to the Commander, AAFES, Dallas, TX 75266-0202, or report it via the AAFES HOTLINE, 1-800-442-6345.

Minority Business Utilization Policy

AAFES procurement personnel will promote the development of minority business enterprise to the extent that such action is consistent with the AAFES mission and applicable procurement accomplished in the 50 States, Puerto Rico and Guam.

(continued on page 205)

Panasonic
Omnivision VHS

PV-3720

Video Cassette Recorder HQ

- On-screen Display
- Remote Control Programming
- SP SLP Special Effects
- Digital Quartz Tuning

Panasonic OmniMovie **VHS**

PV-320

Video Camera Recorder **HQ**

- Uses Standard VHS Cassette
- Low Light (7 Lux)
- High-Speed Shutter
- Flying Erase Head

Headquarters AAFES

Command Group

Commander
MG John E. Long, USA
(214) 780-3551

Vice Commander
BG Jeffery D. Kahla, USAF
(214) 780-3631

Deputy Commander for Operations
O. John Nille
(214) 780-3663

Chief of Staff
Col Floyd Herndon, Jr., USAF
(214) 780-3731

Special Assistant for Minority Business Utilization
Lynda Hemphill
(214) 780-3571

HQ AAFES Public Affairs Division

Director
Col Robert E. Finkel, USAF
(214) 780-3865

Deputy Director
Gary L. Haynie
(214) 780-3865

Washington, D.C. Office

Army & Air Force Exchange Service
Room 5E-483, Pentagon
(202) 695-2958

Chief
Col Joseph W. Fischer, USAF

Deputy Chief
James P. Gildersleeve

Executive Assistant/Army
George Quigley

Executive Assistant/Air Force
Kenneth Wilson

General Counsel
Phillip Alsup

HQ AAFES Comptroller Directorate

Comptroller
Martin R. Handel
(214) 780-2551

Deputy Comptroller
Russell English
(214) 780-2551

Chief, Accounts Payable Branch
Charles Brashears
(214) 780-3161

Chief, Financial Management Branch
Frank Vitullo
(214) 780-2731

HQ AAFES Distribution Directorate

Director
COL Donald L. Woodhouse, USAF
(214) 780-2261

Deputy Director
Shirley Loewy
(214) 780-2358

Chief, Traffic Management Division
LTC John Marshall, USA
(214) 780-2787

HQ AAFES Engineering Directorate

Director
COL Michael M. Jenks, USA
(214) 780-2751

Deputy Director
John C. Taylor
(214) 780-3141

Chief, Consultant Services Division
Earl H. Norder
(214) 780-3541

Chief, Construction Division
Henry T. Roberts
(214) 780-3841

Chief, Engineering Management Division
Frank J. Cinatl
(214) 780-2155

Chief, Standards & Criteria Division
Joseph L. Coggan
(214) 780-3751

HQ AAFES EEO & Appeals Office

Director
Col Floyd Herndon, Jr., USAF
(214) 780-3731

HQ AAFES General Counsel

General Counsel
COL William M. Whitten, III, USA
(214) 780-3641

Deputy General Counsel
William F. Bronson
(214) 780-3126

HQ AAFES Management Information Directorate

Director
James McKinney
(214) 780-3371

Deputy Director
James Simmons
(214) 780-3371

Chief, Systems Development Division
Theodore F. Pazur
(214) 780-2561

Chief, Computer Processing Division
Raymond P. "Pat" Shea
(214) 780-2671

Chief, Information Center Division
William Rickatt
(214) 780-3110

Chief, Technical Resource & Planning Division
Dee W. Trimble
(214) 780-2151

Purchasing Directorate

Director
Frank Hardt
(214) 780-3721

Deputy Director
James E. Glisson
(214) 780-3721

Softlines Division (PD-A)
Chief
Fred H. Beer
(214) 780-3621

Ladieswear Section
Merchandise Manager
Robert Muhlencamp
(214) 780-2515

Senior Buyer
Jackie Waelde
(214) 780-2213
Misses, misses petite, womens coordinates, tennis and golf apparel; misses, junior, womens swimwear, beach coverups, fashion warmup suits, activewear

Senior Buyer
William Moeller
(214) 780-2500
Junior separates, coordinates, related separates

Buyer
Helen McMillan
(214) 780-2560
Junior dresses, suits; junior petite dresses; junior cocktail, formal and prom dresses

Buyer
Joan Graffagnini
(214) 780-3921
Intimate apparel, lingerie, hosiery, thermal underwear, foundations, coordinated daywear, all sleepwear

Buyer
Sharon Brown
(214) 780-2204
Misses separates (except jeans and sweaters); shorts, short sets

Buyer
Cheri Hemby
(214) 780-2486
All misses, junior outerwear, leather & fabric

Assistant Buyer
Patrick Hilz
(214) 780-2558
Hats, gloves, scarves, handbags, belts, umbrellas, accessories

Assistant Buyer
Tracy Roberts
(214) 780-2511
Jeans, dancewear, sweaters, exercise coordinates, headwear, knitwear, fashion gloves

Assistant Buyer
Diane Eckert
(214) 780-2511
Women's separates, all maternity wear

Assistant Buyer
Jerry Knox
(214) 780-2163
Jackets, raincoats, long coats, outerwear, vests, leatherwear

Associate Buyer
Patricia Hays
(214) 780-2168

Associate Buyer
Bill Ecker
(214) 780-2191

Menswear Section
Merchandising Manager
Ron Norrell
(214) 780-2163

Senior Buyer
Betty Merritt
(214) 780-2191
Fashion/active coordinates, mens and ladies skiwear and accessories

Army and Air Force Exchange Service

Senior Buyer
Ray Gilliam
(214) 780-2789
Mens suits, sportcoats, blazers, formal wear, tailored coordinates, dress/casual slacks

Buyer
Russell Teague
(214) 780-2190
Mens dress designer fashion C/S sport western heavyweight shirts, neckwear, designer/prestige label program

Buyer
Donald Bleeker
(214) 780-2165
Mens sweaters, basic fashion knit sport and velour shirts, golf coordinates, tenniswear, hosiery, high fashion clothing program

Buyer
Melvin Segal
(214) 780-6158
Mens walk shorts, basic fashion and designer jeans, novelty, imprinted and pro sportswear, robes, pajamas, swimwear, "big and tall" clothing

Buyer
Monte McCarter
(214) 780-2192
Mens basic fashion and thermal underwear, athletic supporters, sweat shirts and pants, basic and fashion gloves, headwear, scarves, belts, buckles and suspenders

Associate Buyer
Minnie Batt
(214) 780-2163
Mens handkerchiefs, umbrellas, rain hats, caps, slippersocks

Associate Buyer
Alex McKenzie
(214) 780-2163

Childrenswear Section
Merchandise Manager
Lee Ross
(214) 780-3520

Senior Buyer Supervisor
B. G. St. Romain
(214) 780-2977
Boys sizes 4–7 and 8–18 suits, sport coats, jackets, pants, jeans, dress and woven sport shirts, shorts, warmups, slacks, short sets, coordinates, tennis & swimwear. Jackets, coats, infant sizes coats & jackets, pramsuits

Senior Buyer Supervisor
Patricia Kirkpatrick
(214) 780-3913
Young junior sizes 6–14 coordinates, suits, jackets, dresses, skirts, blouses, knit tops, pants, jeans, shorts, girls sizes 4–6X and 7–14 coordinates, dress and all weather coats, jackets, girls sizes 4–6X tennis tops, shorts

Buyer
June Cleveland
(214) 780-2974
Girls 4–6X and 7–14 blouses, knit tops, skirt and skirt sets, jumper and jumper sets, suits, dresses, pants sets, jeans, shorts and short sets, warmup suits, pullover cardigans

Buyer
Lucille Papageorge
(214) 780-2967
Newborn infant, toddler boy and girl slacks and slacks sets, jeans, crawlers and crawler sets, warmups, coverall, overalls, creepers, shirts, blouses, suits, shorts and short sets, swimsuits, totes, bench-novelty bags

Buyer
Anita Hill
(214) 780-2971
Basic infant training pants, undershirts, bibs, knit tops, diapers, diaper pins, bags (and liners), WP pants, gowns, kimonos and sacques, christening sets, blanket sleepers, shawls, buntings, gro bags, sweaters, sets, sleep and play sets, towels, washcloths, bath sets, receiving and crib blankets, quilts, comforters, crib sheets, pillow cases, pillows, mattress covers, layette gift sets, feeding and nursery items, harness, toys, lap pads, girl and boy scouts, childrens budget jeans and knit shirts, underwear, socks, tights, girls umbrellas, leotards, tights, thermal underwear, boys belts

Associate Buyer
Haley Peoples
(214) 780-3909
Infant-toddler headwear, belts, accessories

Footwear And Small Leather Goods Section
Merchandise Manager
George Miller
(214) 780-2795

Senior Buyer Supervisor
Henry Culley
(214) 780-2798
Ladies fashion and ladies military shoes

Buyer
Mike Mikulecky
(214) 780-2799
All genders athletic shoes, slush molds, moon boots

Buyer
James Beverly
(214) 780-2980
Mens shoes, military shoes

Associate Buyer
Pam Childs
(214) 780-3716

Fashion Distributors
Tom Siddall
(214) 780-3454

Distributor Number 1
Peggy Kean
(214) 780-3725
Boyswear, except accessories

Distributor Number 2
Fred Richards
(214) 780-2408
Young juniors, girls dresses, coordinates, sleepwear, infants and toddlers sleepwear, girls off-price

Distributor Number 3
Judy Skidmore
(214) 780-2966
Infants and toddlers, except accessories and sleepwear

Distributor Number 4
Phyllis Lenard
(214) 780-3455
Girlswear, except dresses, coordinates and sleepwear, childrens accessories

Distributor Number 5
Margy Byrd
(214) 780-3806
Womens swimwear, skiwear, misses separates

Distributor Number 6
Phyllis Gammon
(214) 780-2987
Juniorwear, except outerwear and formals, maternity

Distributor Number 7
Judy Crane
(214) 780-3709
Misses dresses, suits, formals, misses, misses petite, womens golf and tennis coordinates, outerwear and accessories

Distributor Number 8
Bobbie Smith
(214) 780-2998
Mens suits, sport coats, slacks, jeans, skiwear, tennis and designer shirts, coordinates

Distributor Number 9
Tom Siddall
(214) 780-3454
All specials

Distributor Number 10
Ruth Goad
(214) 780-2988
All ladies sleepwear, ladies and mens off-price and designer mens shirts, sweaters, jackets, swimwear, robes, hats, gloves

Distributor Number 11
Earlene Evans
(214) 780-2232
Maternity wear, lingerie, menswear

Jewelry, Watches
Merchandise Manager
Wade Sadler
(214) 780-3624

Buyer
Mark Roessler
(214) 780-3618
Watches, watch batteries, watchbands, clocks

Buyer
Jerry Huston
(214) 780-3714
Fine jewelry, ear piercing program

Buyer
Donna Davis
(214) 780-2918
Costume jewelry, small leathergoods

Consumables Division (PD-C)
Chief
Mike Moreland
(214) 780-3212

Retail Grocery Branch
Merchandise Manager
Frank Grippy
(214) 780-2566

Candy, Snacks Section
Senior Buyer-Supervisory
Jack Pegues
(214) 780-3215

Buyer
Randy Walker
(214) 780-3789
Snacks

Associate Buyer
Melva Johnson
(214) 780-2481
Candy, snacks

Purchasing Assistant
Pat Preston
(214) 780-3826
Candy, snacks

Retail Grocery Section
Senior Buyer-Supervisory
Nelson Moyen
(214) 780-3236
Juices, freeze, chill

Buyer
Ronald J. Alleva
(214) 780-3216
Groceries

Associate Buyer
Delee Winkelman
(214) 780-3893

Procurement Assistant
Yvonne Preddy
(214) 780-3220

Health & Beauty Aids, Stationery Branch
Merchandise Manager
Ken Buffaloe
(214) 780-3421
Beverages, tobacco

Beverage, Tobacco
Senior Buyer-Supervisory
John Omdahl
(214) 780-3969
Beverages

Buyer
Mike Frakich
(214) 780-3969
Cigarettes, tobacco, smoking accessories

Procurement Assistant
Gloria White
(214) 780-3969

Health & Beauty Aids Section
Senior Buyer-Supervisory
F. S. Lyon
(214) 780-3656
AAFES Brand HBA, suncare, sunglasses

Buyer
Steve Kimple
(214) 780-3656
Vitamins, baby supplies, foot aids

Buyer
Avis A. Coltrain
(214) 780-3656
Shaving, dental, soap, deodorants, fragrances

Buyer
Anna Hansom
(214) 780-3656
Paper products, cosmetics, sanitary ethnic haircare, lotions creams, nailcare, cosmetic bags/accessories

Assistant Buyer
Vacant
(214) 780-3928

Stationery Section
Senior Buyer-Supervisory
Nelson Moyen
(214) 780-3311
Magazines, stationery, paper supplies, seasonal decorations, wrap, books

Associate Buyer
William Eddings
(214) 780-3311

Procurement Assistant
Vo Atkins
(214) 780-3311

Buyer
Thomas Froom
(214) 780-3311
Typewriters, calculators, pens, pencils, paints, crayons, playing cards, poker chips, flags, disposable plates, cups, napkins

Hardlines Division (PD-H)
Chief
Gerald Saperstein
(214) 780-2771

Sporting Goods, Outdoor Living, Luggage, Toys
Merchandise Manager
Bill R. Sullivan
(214) 780-3315

Sporting Goods & Outdoor Living Unit
Senior Buyer
Gary Tunnell
(214) 780-2133
Outdoor living

Buyer
John Engroff
(214) 780-2585
Camping, hunting

Buyer
Cal Baumann
(214) 780-3256
Sporting goods, pool chemicals

Associate Buyer
Ken Warden
(214) 780-3272
Outdoor living

Toys and Luggage Unit
Senior Buyer-Supervisory
William C. Howk
(214) 780-2582

Buyer
Joyce Marrow
(214) 780-2997
Toys

Assistant Buyer
Ed Trevino
(214) 780-3967
Toys

Buyer
William Hodges
(214) 780-2524
Bicycles, hobbies

Buyer
John Akridge
(214) 780-3273
Luggage

Linens/Domestics, Sewing, Decorator Shoppes, Furniture, Housewares, Electric/Non-Electric, Giftware
Merchandise Manager
Bill Butterweck
(214) 780-3251

Linens/Domestics, Sewing, Decorator Shoppes, Furniture Unit
Senior Buyer
James Howard
(214) 780-3267
Furniture, ready-to-assemble

Buyer
Sherri Rose
(214) 780-3517
Linens

Buyer
Jere Cox
(214) 780-3518
Domestics

Buyer
Jean Allison
(214) 780-3269
Fabrics, notions, sewing machines

Associate Buyer
Minnie Batt
(214) 780-3269
Fabrics

Associate Buyer
Chun Na Son U
(214) 780-3976
Fabrics, crafts

Buyer
Marta Boggio
(214) 780-3524
Furniture

Buyer
Ed Sparling
(214) 780-2134
Juvenile furniture

Associate Buyer
Thomas Wilmoth, Jr.
(214) 780-3613
Lamps

Housewares, Electric/Non-Electric, Giftware Unit
Senior Buyer
Sonny James
(214) 780-2646
Major appliances

Buyer
Sam Russell
(214) 780-3793
Small appliances

Buyer
Richard Hausler
(214) 780-3257

Merchandise Manager
Buyer
Ole Hill
(214) 780-3268
Giftware

Assistant Buyer
Heidi Sager
(214) 780-3970
Giftware

Associate Buyer
Nancy Smith
(214) 780-2111
Linens

Audio/Photo
Chief
Herb Prins
(214) 780-2111

Photo And Optical Section
Senior Buyer-Supervisory
Billy Wade
(214) 780-3623
U.S. cameras/film

Buyer
Herb Lai
(214) 780-2330
Import cameras and direct access

Buyer
John T. Hall
(214) 780-3978
Photo finishing, accessories

Audio Section
Senior Buyer-Supervisory
Don Sydlik
(214) 780-2598
Recording tape/components

Buyer
Bob Munsey
(214) 780-3975
Video, music systems, cassette decks, VCRs, TVs and compact discs

Buyer
Mike Cooper
(214) 780-2319
Car stereos, TV games, home computers, accessories, musical instruments

Automotive/Hardware/Cleaning & Pet Supplies
Merchandise Manager
Gene A. Jones
(214) 780-6372

Automotive Unit
Senior Buyer/Supervisory
Vacant
(214) 780-3318
Parts peculiar

Buyer
Donald C. Ruff, C.P.M.
(214) 780-3022
Chemicals, additives, accessories

Buyer
Steven K. Twaddle, C.P.M.
(214) 780-3316
Tires, batteries, parts common

Associate Buyer
Hannelore Lenz
(214) 780-3971

Hardware/Cleaning & Pet Supplies
Senior Buyer/Supervisory
D. Michael McClain, C.P.M.
(214) 780-2135
Hardware, pet supplies

Buyer
Antonio P. Spencer
(214) 780-3968
Cleaning supplies

Military Clothing Division (PD-U)
Chief
Rex Keely, Sr.
(214) 780-2601

Assistant Chief
LTC Lawrence Mueller, USA
(214) 780-2994

Assistant to the Chief
Maj Patricia Maguire, USAF
(214) 780-2995

Merchandise Manager
Harold Mandel
(214) 780-2990

Senior Buyer (Army)
Tom Hollingsworth
(214) 780-3089

Senior Buyer (Air Force)
Carol Williams
(214) 780-3208

Quality Assurance Division
Chief (PD-Q)
COL Thomas M. Harper, USA
(214) 780-2711

Plans Section (PD-Q/P)
Supervisor
Martha Gohmert
(214) 780-2710

Inspection Branch (PD-QI)
Chief
Berge Krikorian
(214) 780-6375

Northeast Inspection Section
Supervisor
James Jolly
(609) 596-8706

Western Inspection Section
Supervisor
Willie Buster
(415) 466-2763

Central Inspection
Supervisor
Bob Williams
(214) 780-6443

Eastern Inspection Section
Supervisor
Verla Snell
(404) 363-5862

Testing & Analysis Branch (PD-QT)
Chief
Joseph A. Werres
(214) 780-3435

Support Procurement Division (PD-S)
Chief
Ernest Kodama
(214) 780-3561

Special Contracts Branch (PD-SS)
Chief
Rod Constant
(214) 780-3430

Expense Branch (PD-SE)
Chief
Karl W. Knutson, C.P.M.
(214) 780-3171

Office & Food Equipment Section
Supervisory Contract Specialist
Del Wimberly
(214) 780-2687

Contract Specialist
Richard Rabb
(214) 780-2872
Computers/Software/VDT Disk Drives, DOS systems, communication systems

Contract Specialist
Peggy Gamblin
(214) 780-2864
Food equipment

Contract Specialist
Peggy Gamblin
(214) 780-2864
Franchise food equipment/supplies

Staff Veterinarian
LTC Leo Konermann
(214) 780-3763

Display Fixtures/Warehouse/Automotive Equipment Section
Contract Specialist Supervisor
Alicia LaMont
(214) 780-2863

Contract Specialist
Amen Ecker
(214) 780-3858
MHE (Powered & Non-Powered), Vehicles (Trailers, dollies), shelving, conveyors, automotive equipment & supplies, and warehouse equipment

Contract Specialist
Ethel McConduit
(214) 780-6174
Retail fixtures, decor, sales aids, signs

Printer/Construction/Misc. Supplies Section
Contract Specialist Supervisor
Carl Silber
(214) 780-2871
Mini photo labs

Contract Specialist
Rebecca H. Foster
(214) 780-3859
Printing, gift wrap

Contract Specialist
William Talley
(214) 780-2178
Construction materials, office/cleaning supplies

Institutional Food & Expendable Supplies Branch
Branch Chief
Jack Leavitt, C.P.M.
(214) 780-3226

Expendable Supplies
Section Chief (PD-SF/3)
Rod Breland
(214) 780-2868

Contract Specialist
Phyllis Wright
(214) 780-3174
Straws, drink cups, film, sandwich wrap, bakery & meat plant supplies, food operations supplies

Contract Specialist
Pat Adkins
(214) 780-2701
Detail tape/paper rolls, corrugated boxes/gift boxes, pricing/senso tickets, poly & paper merchandise bags & trash can liners, dairy plant supplies

Dry Food Section
Section Chief (PD-SF/2)
Bill Russell, C.P.M.
(214) 780-3175
Bakery-raw materials, Dairy-raw materials

Contract Specialist
Terry Moore
(214) 780-2986
Canned goods—meat, vegetables, soups, popcorn, syrups

Chill/Frozen/Franchise Section
Section Chief (PD-SF/1)
Jimmie Anderson
(214) 780-2839
Chill, freeze & franchise food, branded post mix syrups

Contract Specialist
Jo Ann Whitlock
(214) 780-3214
Franchise food

Purchasing Assistant
Betty Redd
(214) 780-3229

Franchise Supply
Contract Specialist Supervisor
Jack Leavitt
(214) 780-3226

Contract Specialist
Jo Ann Whitlock
(214) 780-3214
Burger King, Rousch, Weight Watchers, Pizza, Chix, Ment

Contract Specialist
Terry Moore
(214) 780-3969

Purchasing Agent
Joy Price
(214) 780-3615
Burger King, Baskin-Robbins, MWR Club Support

HQ AAFES Marketing Directorate

Director
Ron Wulff
(214) 780-3351

Deputy Director
Dan Sauder
(214) 780-3351

Catalog Sales Division (MK-C)
Chief
Tom Papst
(214) 780-3333

Store Planning Division (MK-P)
Chief
O. James, Jr.
(214) 780-2651

Research and Analysis Division (MK-R)
Chief
Jim Scott
(214) 780-3774

Sales Division (MK-S)
Chief
Edmond S. Fitzgerald
(214) 780-6327

Food Branch (MK-S/F)
Chief
Henry J. Fournier
(214) 780-2661

Burger King Group
Chief, Operations
Philip Latos
(214) 780-3423

Get Serious.

There are a lot of different loudspeakers to choose from these days. The only problem is, most of them provide lots of sizzle with big plastic trim rings, weird-shaped speakers on the front, snazzy sounding model names like the "XZX-9000" and not much performance.

Get Serious. In today's high tech home electronics environment you need a whole new order of speaker performance. Like The Cerwin-Vega **PD9**. This incredible system sets new standards for uncompromising performance, gutsy bass, articulate midrange, crisp high frequencies. The power handling, efficiency, and dynamic range capability are the product of more than 30 years design evolution.

But don't look for frills the **PD9** is definitely not a toy.

Why fool around? If you're serious about your music then you should check out Cerwin-Vega's powerful **PD** Series speakers. They're the kind of speakers that separate the men from the toys.

PD9

Cerwin-Vega!

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San Francisco, CA [illegible]
Phone (415) [illegible]
Telex [illegible]

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AMEXTRA Ltd.

[illegible]

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AAFES Workshop
August 24-27, 1987

Call Today — 1-800-558-3521

PRESTO PRODUCTS, INCORPORATED P.O. Box 2399, Appleton, Wisconsin 54913

[illegible]

Sales Branch (MK-S/S)
Chief
Charles Poffenbarger
(214) 780-2259

Motion Picture Section (MK-S/S[M])
Chief
W. Roger Wood
(214) 780-2845

Retail Section (MK-S/S[R])
Chief
Russ Struyk
(214) 780-3393

Services Section (MK-S/S[S])
Chief
James Baker
(214) 780-3453

Automotive Unit (MK-S/S[A])
Chief
Brad Cadman
(214) 780-2115

Sales Promotion Branch (MK-S/P)
Chief
John A. Hanson
(214) 780-2653

CONUS Exchange Regions Chiefs & Area Exchanges General Mangers

Alamo Exchange Region

Army and Air Force Exchange Service
5315 Summit Parkway
San Antonio, TX 78228
(512) 647-2800

Office of the Chief

Chief
Carl R. Gaines
(512) 647-2801/2802/2803

Chief, Finance & Accounting Branch
J. William Oxford
(512) 647-2853/2854

Accounts Payable Section
Arnold Vandewarker
(512) 647-2848

Chief, Merchandising Branch
Ronnie L. Olsen
(512) 647-2820/2821

Assistant Chief, Merchandising Branch
Kenneth W. Crocket
(512) 647-2823

Merchandise Control Section
Erika Sherrod
(512) 647-2829

Sales Planning Section
Robert Philbin
(512) 647-2825

Sales & Merchandising Specialists

Buyer
Lynn Hubin
(512) 647-2837/2838/2839
Mens-, womens-, childrenswear, military, footwear, domestics, sewing notions, home furnishings, outdoor living, photo, optical, decorator shops, luggage, recorded sound, home entertainment, toys, games, hobbies, sports

Buyer
Charles Arndt
(512) 647-2831
Stationery, giftware, automotive, retail food, institutional food, beer, beverages, health & beauty aids, cosmetics, fragrances, jewelry, watches, precious & semi-precious jewelry

Chief, Contracting Office
Howard Horstmann
(512) 647-2873/2874
Concession, vending, support services, construction

CENTRAL TEXAS AREA
Building 213
Fort Hood, TX 76544
General Manager
James Sauers
(817) 532-2090

SOUTH TEXAS AREA
5315 Summit Pkwy.
Lackland AFB, TX 78228
General Manager
Robert Gaskill
(512) 674-2940

SOUTHWEST AREA
Building 11178
Biggs Field, TX 79908
General Manager
Ben Davis
(915) 562-8851

RED RIVER AREA
Building 5345
Barksdale AFB, LA 71110
General Manager
Luis Merced
(318) 741-3262

Capitol Exchange Region

Army & Air Force Exchange Service
Cameron Station, Building 6
Alexandria, VA 22304-6200
(202) 284-7549

Office of the Chief

Chief
Elwood Sanders
(202) 284-7549

Deputy Chief
Danny McDaniel
(202) 284-7054

Finance & Accounting Branch

Chief
Carlos Castro
(202) 274-6628

Contracting Branch

Chief
William Jones
(202) 274-6096

Merchandising Branch

Chief
George Keppler
(202) 274-7123

Assistant Chief
C. K. Bowers
(202) 274-7124

Sales & Merchandising Specialists

Buyer
Philip Fox
(202) 274-6494
Food (retail & institutional)

Buyer
Pat Talley
(202) 274-7059
Tobacco, toiletries, stationery

Buyer
Rick Viscione
(202) 274-7929
Hardware, housewares, automotive, supplies expense & equipment

Buyer
David Gow
(202) 274-7950
Military, jewelry, clothing, shoes, linen, domestic, sewing

Buyer
Doris Payne
(202) 274-7929
Photo, electronics, sporting goods, hobbies, toys, bicycles

Assistant Buyers
Kathy Stele
(202) 274-6701
Retail food, beverages

Katharine Piasecki
(202) 274-6494
Dairy, bakery

Jane Pearson
(202) 274-7059
Stationery, greeting cards, publications

Elsie Carter
(202) 274-7950
Shoes, linens, domestics, sewing

Inge Frew
(202) 274-7929
Housewares, giftware

MID-ATLANTIC AREA
Building 5343
Fort Dix, NJ 08640
General Manager
Wilbur Leach
(609) 723-6000

NEW ENGLAND AREA
Building 225
Hanscom AFB, MA 01433
General Manager
Frederick Richards
(617) 772-0429

TIDEWATER AREA
Building 669
Langley AFB, VA 23665
General Manager
Bonnie Duffy
(804) 766-1261

WASHINGTON AREA
Building 6
Cameron Station
Alexandria, VA 22314
General Manager
Clifton G. Seay
(202) 274-7200

AZORES AREA
Building T800
Lajes Field
APO New York 09406
General Manager
Don Emmons

Golden Gate Exchange Region

Mail/Parcel Post only:
Army & Air Force Exchange Service
P.O. Box 3553
San Francisco, CA 94119

Location address:
775 Sansome Street
San Francisco, CA 94111
(415) 772-6294

Office of the Chief

Chief
Robert Bohn
(415) 772-5883

Deputy Chief
Bernie Gillett
(415) 772-5884

WORLD-WIDE
MILITARY
MARKETING
SPECIALISTS

S & K SALES CO.

ESTABLISHED 1934

S&K

Finance & Accounting Branch

Chief
Tom Leach
(415) 772-5841

Purchasing Division

Chief
Vacant
(415) 772-5912

Assistant Chief
J. R. Thomas
(415) 772-5913

Sales & Merchandising Specialists

Buyer
Oskar Hoessl
(415) 772-5942
Food, expense items, automobile

Buyer
Diana Phillips
(415) 772-5933

Buyer
Douglas Haun
(415) 772-5953
Retail grocery, beverages

Buyer
Laurel Owen
(415) 772-5932
Childrenswear, jewelry, ladieswear, menswear

Buyer
Matt Dromy
(415) 772-5929
Housewares, luggage, outdoor living, toys, sporting goods, giftware, major/traffic appliances

Buyer
Linwood King
(415) 556-5946
Tobacco

ARIZONA AREA
Building 1313
Davis-Monthan AFB, AZ 85708
General Manager
Donald Smith
(602) 747-0816

CENTRAL CALIFORNIA AREA
Building 2861
Fort Ord, CA 93941
General Manager
Claude Hill
(408) 899-3181

NORTHWEST AREA
Building 9503
Fort Lewis, WA 98433
General Manager
Harry Marshall
(206) 964-5124

SOUTHERN CALIFORNIA AREA
Building 58
Norton AFB, CA 92409
General Manager
James Hensley
(714) 884-6301

ALASKA AREA
Building 31-270
Pouch 8-550
Elmendorf AFB 99506
General Manager
L. K. Blickenderfer
(907) 552-3791

Ohio Valley Exchange Region

Army & Air Force Exchange Service
Building 2501, Gate 1
Indiana Army Ammunition Plant
Charlestown, IN 47111-9670
(812) 283-1600

Office of the Chief

Chief
Aubrey E. Rembold
(812) 283-1801

Deputy Chief
Robert F. Winston
(812) 283-1803

Purchasing Division

Chief
Frank Oliverio
(812) 283-1845

Assistant Chief/Supervisor, Merchandising Control Branch
John Ringle, Jr.
(812) 283-1626

Sales Planning Section

Sales Information Specialist
Ricardo Gallegos
(812) 283-1843

Buyer
Gene Keel
(812) 283-1646
Retail food, juices, beer & sodas, tobacco products, health & beauty aids, stationery, greeting cards, and expense

Buyer
Thomas Cobb
(812) 283-1646
Institutional beverages, institutional food, snacks, cookies

Marketing Division

Chief
Allen Grossman
(812) 283-1652

Assistant Chief
Brian MacFawn
(812) 283-1652

Buyer
Randy Clark
(812) 283-1635
Hardware, pet supplies, giftware, tools, garden, traffic, houseware

Buyer
Kevin Cantrell
(812) 283-1635
Electronics, photo, sporting goods, toys, hobbies

Assistant Buyer
Joyce Harris
(812) 283-1615
Military, jewelry, men's clothing, shoes, children's & women's clothing

CENTRAL AREA
Building 1832
Fort Leonard Wood, MO 65473
General Manager
Frank DiMartino
(314) 368-2161

GREAT LAKES AREA
Building 136
Chanute AFB, IL 61868
General Manager
Ruth E. Pierce
(906) 346-9216

MIDWEST AREA
Building 89
Wright-Patterson AFB, OH 45433
General Manager
Roger A. Perez
(513) 879-2105

NORTH CENTRAL AREA
Building 64
Offutt AFB, NE 68113
General Manager
Dennis Daniel
(402) 291-9504

ROCKY MOUNTAIN AREA
Building 1817
Fort Carson, CO 80913
General Manager
Michael Beverly
(303) 576-6697

Southeast Exchange Region

Army & Air Force Exchange Service
1280 Kershaw Street
Montgomery, AL 36196
(205) 264-7301

Office of the Chief

Chief
Paul Fromm
(205) 241-8392

Deputy Chief
Roger Dicks
(205) 241-8393

Chief, Finance & Accounting Branch
Graham Backman
(205) 241-8280

Assistant Chief, Finance & Accounting Branch
Whitt Wilkes
(205) 241-8281

Purchasing Division

Chief
James Boswell
(205) 241-8203

Assistant Chief
Dale Linebarger
(205) 241-8339

Visual Information Specialist (Sales Planning)
John Croom
(205) 241-8222

Buyer
Cheryl Grubb
(205) 241-8210
Tobacco, equipment, candy, food, toiletries, stationery

Buyer
Lee Small
(205) 241-8271
Clothing, military, sewing, linens & domestics, housewares, hardware, automotive, photo/electronics, sporting goods, games, toys

PIEDMONT AREA
Building 2369
Fort Jackson, SC 29207
General Manager
Thomas Harrod
(803) 782-5103

FLORIDA AREA
Building 18
MacDill AFB, FL 33608
General Manager
Michael Bixby
(813) 840-2143

WEST GEORGIA AREA
Building 2396
Fort Benning, GA 31995
General Manager
Alexander Swingle
(404) 682-0360

PANAMA AREA
Building 868
Albrook AFS
APO Miami 34009
General Manager
Ralph Carreon
(313) 287-3465

AAFES Distribution Region

Office:
Army & Air Force Exchange Service
Building 505
Fort Gillem, GA 30051

Mail:
P.O. Drawer W-W
Forest Park, GA 30051
(404) 363-5000

Office of the Chief

Chief
Harold C. Rayburn
(404) 363-5902

Deputy Chief
Robert S. Malinowski
(404) 363-5902

Chief, Inventory Control Branch
Frederick Sidler
(404) 363-5906

Contracting Section
Wade Raczynski
(404) 363-5932

Chief, Finance & Accounting Branch
Charles Dumas
(404) 363-5787

Chief, Transportation Branch
James McCoy
(404) 363-5733

Chief, Plans & Management
Charles Wiesneth
(404) 363-5512

Chief, Special Distribution Activity
James Shoemaker
(404) 363-5764

AAFES-Europe

Mailing Address:
Headquarters
AAFES-Europe
APO New York 09245-0003

Location:
McGraw Kaserne
Building 7
Tegernsee Landstr. 210
8000 Munich 90
West Germany
Commercial Telephone:
Munich 089-6220 (+ extension)

Commander
BG Eugene B. Leedy, USA
x201

Vice Commander
Col Donald E. Gilbert, USAF
x203

Deputy Commander for Operations
Donald E. Pontius
x205

Chief of Staff
Col N. J. Meche, USAF
x208

Assistant Chief of Staff
Capt Robert Mason, USAF
x255

Senior Enlisted Advisor
SGM Martin M. Merz, USA
x290

Quality Assurance Office

Chief
Robert Rogers
x286

Quality Assurance Specialist—Technical
Betty Price
x286

Quality Assurance Specialist—Inspection
Joel Kelso (in Giessen)
x286

Purchasing and Distribution Division

Director
Richard A. Hamilton
x401

Procurement Branch
Chief
Robert Nevins
Cost food, expense, equipment, club concessions, repairs, spare parts, support, vehicles
x488

Inventory Management Branch
Chief
Guy Ormiston
x483

Merchandising Management Unit
Merchandising Managers
Hans Holzhammer
Depts. 1, 2, 3, 4, 5, 6, 7
x429

Charles M. McDonald
Depts. 8, 9 (electronics)
x445

Automotive Purchasing & Inventory Management Branch
Chief
William Munn
x520

Policy and Procedures Branch
Chief
Charles Lamoreaux
x541

Contracting Branch
Chief
Richard Erickson
x416

Distribution Branch
Chief
COL Robert J. Luberacki, USA
x550

Marketing Division
Director
Joel Sontag
x726

Automotive Branch
Chief
Walter Kania
x762

Automotive Technical Assistance & Training Facility
Chief
Manfred Mandel
x768

Food Branch
Chief
Henry Geylin
x747

Burger King Operations
Tito Villanueva
x749

School Feeding Specialist
Horst Holthausen
x776

Food Specialists (Baskin Robbins/Burger Bar)
Jack Steele
Guido Raso
x776

Food Specialist (Burger King)
Hans Hacker
x750

Retail Branch
Chief
Jim Brown
x723

Military Clothing Branch
Chief
David Lumbley
x339

Services Branch
Chief
David I. Mason
x460

Personal Services Section Specialists
William R. Hall
x397
Gary Jones
x399

Vending Section Specialist
Dennis Keating
x752/3

Motion Picture Services Section Operations Specialists
Per Jensen
Karen Hanlin
x450

Booking Specialist
Paul Pitcher
x460

Responsibilities are now split between AAFES-EUR-PD, which has responsibility for inventory/management of CONUS items plus offshore food/expense and European Field Office, which has responsibility for procurement of offshore items.

EFO Buyer Assignments are:

Chief, EFO	Joseph De Rossi
Menswear, boyswear, linens, domestics, military	Dean Weller, Buyer
Men's, ladies', children's athletic clothing	Theresa Garman, Assistant Buyer
Misses' clothing, girlswear, infantswear	Luise Linden, Buyer
Junior clothing	Kristine Kalmar, Assistant Buyer
Jewelry, watches, clocks, small leather goods, footwear, fashion accessories, cosmetics	Laura Bessom, Buyer
Sporting goods, camping, catalog	Glenn Stotz, Senior Buyer & Acting Chief in Absence of Chief, EFO
Giftware, housewares, glassware, china, appliances, furniture, luggage	Mel Asuncion, Buyer
Toys, decorations, electronics, photo, smoking accessories	Will Nilsson, Assistant Buyer
Bicycles, ski equipment, accessories	Ray Downs, Associate Buyer

AAFES-EUR-PD assignments are:

Director/PD	Richard A. Hamilton
Deputy Director/PD	LTC Jeffrey Van Hook
All retail departments	Guy Ormiston, Supvsy. Mdse. Spec.
Depts. 8/9	Charles McDonald, Mdse. Spec.
All Depts. Requirements	Neal N. Burns, Inv. Control Spec.
Depts. 1, 2, 3, 5, 6, 7	Hans Holzhammer, Mdse. Spec.
Food & Expense	Robert Nevins, Buyer

Public Affairs Office
Mark Besich, USAF CPT
x280

AAFES-Europe Area Exchanges & General Managers

TRI-BORDER AREA
APO New York 09757
Location:
Sprendlinger Landstrasse 226
6050 Offenbach/Main
Federal Rep. of Germany
General Manager
Dennis Jones
Commercial Telephone:
(0611) 8308-242

KAISERSLAUTERN AREA
APO New York 09227
Location:
Postfach 2140 (Muehlstr. 63)
6750 Kaiserslautern
Federal Rep. of Germany
General Manager
David Johnson
Commercial Telephone:
(0631) 73081 x12

NUERNBERG AREA
APO New York 09696
Location:
Schliessfach 157
8510 Fuerth/Bayern
Federal Rep. of Germany
General Manager
Robert Summerlin
Commercial Telephone:
(0911) 714310

STUTTGART AREA
APO New York 09143
Location:
Burgholzhof, PX Geb. 132
Postfach 50 03 60
7000 Stuttgart 50
Federal Rep. of Germany
General Manager
Nellis Headrick
Commercial Telephone:
(0711) 812867

ITALY AREA
APO New York 09168
Location:
Casella Postale No. 503
36100 Vicenza, Italy
General Manager
Clarence Rohrer
Commercial Telephone:
(0039-444) 500379

SPAIN AREA
APO New York 09283
Location:
Apartado de Coreos 57
Torrejon de Ardoz
Madrid, Spain
General Manager
Robert Earp
Commercial Telephone:
(0034-1) 6769012

UNITED KINGDOM AREA
APO New York 09129
Location:
RAF Station
Feltwell, Norfolk 1P26 4HL
England
General Manager
Egar von Trotha
Commercial Telephone:
(0044-842) 828444-24

GREECE AREA
APO New York 09253
Location:
5 Konstantinoupoleos St.
Poste Restante
Argyroupolis
Athens, Greece
General Manager
Leo F. Provinsky
Commercial Telephone:
(0030-1) 9928-431

TURKEY AREA
APO New York 09118
Location:
P.K. 519
Izmir, Turkey
General Manager
Barry Gordon
Commercial Telephone:
(0090-51) 133959

Depots

European Distribution Group
APO New York 09143
Commander (Giessen)
(0641) 42011/42019

European Industrial Activity
APO New York 09227
Commander
(06359) 2061 x36

AAFES-Pacific

Headquarters
AAFES-Pacific
919 Ala Moana Blvd.
Honolulu, HI 96814
Commercial Telephone:
(808) 533-8400

Commander
Col John E. Emmons, USAF
(808) 533-8400

Director, Marketing Division
Harry Scott
(808) 533-8370

Chief, Distribution Branch
Raj Minocha
(808) 533-8371

HAWAII AREA
919 Ala Moana Boulevard
Honolulu, HI 96814
General Manager
Marion Cockrell
(808) 533-8273

OKINAWA AREA
APO San Francisco 96344-3608
Location:
Bldg. 399
Camp Lester
Okinawa, Japan
General Manager
Albert Jones, Jr.
Commercial Telephone:
Okinawa City 25111
(Ask for 634-0073)

JAPAN AREA
APO San Francisco 96328-0003
Location:
Building 4018
Yokota Air Base
Tokyo, Japan
General Manager
Leo Gota
Commercial Telephone:
Tokyo 52-2511 x3725

PHILIPPINES AREA
APO San Francisco 96431-0003
Location:
Clark Air Base
Rep. of the Philippines
General Manager
Frederick Smouse
Commercial Telephone:
4609-412131
(Manila only: 89-41231)

GUAM AREA
APO San Francisco 96351-0005
Location:
Building 21000
Andersen Air Force Base
Guam
General Manager
Brian L. DeMoss
Commercial Telephone:
366-6136

KOREA AREA
APO San Francisco 96301-0003
Location:
Far East District
Engineer Compound
Seoul, Korea
General Manager
Mike Cunningham
Commercial Telephone:
291-6435

AAFES Exchange Coupon Redemptions—FY86
($ In Thousands)

CONUS

CONUS Region	Number	% of CONUS	% of Worldwide	$ Value	% of CONUS	% of Worldwide
Alamo	730	15	13	514	15	13
Southeast	1,246	25	22	565	16	14
Capitol	1,072	22	19	962	27	25
Golden Gate	698	14	13	541	15	14
Ohio Valley	1,147	24	20	942	27	24
CONUS Totals	**4,893**	**100%**	**87%**	**$3,524**	**100%**	**90%**

Overseas

Overseas Region	Number	% of Overseas	% of Worldwide	$ Value	% of Overseas	% of Worldwide
Europe	298	40	5	121	32	3
Pacific	443	60	8	263	68	7
Overseas Totals	**740**	**100%**	**13%**	**$385**	**100%**	**10%**
Worldwide Totals	**5,634**			**$3,904**		

AAFES
CLASSIFICATION OF SALES BY RETAIL DEPARTMENT AVERAGES FOR CONUS MAIN STORES
FY 1986

	"S" Stores			"A" Stores			"B" Stores			"C" Stores			"D" Stores		
		Sales & GP			Sales & GP			Sales & GP			Sales & GP			Sales & GP	
Department/Code	$ Sales	Per S/F	Per S/F	$ Sales	Per S/F	Per S/F	$ Sales	Per S/F	Per S/F	$ Sales	Per S/F	Per S/F	$ Sales	Per S/F	Per S/F
Automotive/01	22,435	70.77	34.78	14,865	32.04	6.70	8,525	40.02	10.29	6,680	41.23	17.03	3,589	38.18	22.89
Tobacco Products/10	79,359	308.79	74.85	34,435	168.74	36.59	24,020	120.10	27.18	13,876	93.13	22.56	6,198	50.80	13.65
Food & Candy/20	71,254	49.72	11.02	33,409	43.05	10.76	24,090	35.85	6.05	14,075	28.61	5.25	5,073	16.68	3.09
Beverages/23	57,940	110.57	11.08	21,342	36.86	5.89	15,941	93.22	19.97	9,080	37.83	5.35	3,330	28.96	0.69
Health & Beauty Aids/30	140,725	93.13	20.94	94,022	68.88	15.42	64,344	65.46	15.65	35,061	43.55	12.71	11,125	29.43	5.30
Cosmetics/34	95,427	82.26	13.50	60,131	73.60	13.53	38,115	65.94	12.94	18,903	52.07	7.28	6,117	27.80	3.04
Military/40	—	—	—	—	—	—	—	—	—	50	0.04	0.03	2,090	7.55	1.65
Watches & Jewelry/50	142,454	115.07	34.66	89,376	102.85	25.45	53,216	73.10	17.28	24,926	44.43	8.45	8,134	31.16	3.55
Stationery/60	115,768	51.59	13.20	79,447	45.29	11.75	51,598	39.69	9.27	31,563	31.00	8.15	10,564	20.16	4.98
Mens Clothing/70	205,123	37.13	9.32	143,242	33.51	8.69	88,393	29.30	7.25	40,817	22.02	5.77	12,691	14.09	3.49
Womens Clothing/72	191,743	32.86	7.62	118,705	30.07	6.92	70,388	23.99	5.45	38,292	17.75	4.49	12,977	12.60	2.90
Boyswear/74	41,461	22.36	3.39	27,006	16.47	2.19	18,197	15.24	1.82	9,958	12.10	1.38	2,540	7.66	0.69
Girlswear/75	29,790	17.50	2.81	18,268	14.26	2.09	11,564	12.82	1.71	6,711	10.15	0.98	2,018	6.64	0.57
Infants' Wear/76	41,599	28.09	4.13	27,042	22.86	3.66	16,476	18.70	2.83	9,589	17.00	2.64	3,069	10.96	1.45
Footwear/77	98,009	72.71	14.64	66,340	58.97	11.71	44,509	44.64	7.08	22,578	34.47	6.14	6,151	20.99	2.93
Linens & Domestics/78	59,453	30.06	7.88	36,959	24.85	6.70	23,178	20.75	5.35	13,013	15.44	3.80	4,160	10.51	2.89
Sewing Notions/79	15,647	14.22	3.37	7,293	14.62	3.55	3,824	7.80	2.31	1,573	6.05	1.94	350	4.73	1.43
Kitchenware/80	59,179	26.45	8.05	36,434	23.70	5.37	20,326	15.71	3.08	9,983	13.03	2.46	2,715	6.46	1.36
Household Novelties/82	47,838	30.24	9.54	29,856	28.27	9.02	17,248	24.57	6.61	7,266	15.97	4.29	2,113	9.56	2.51
Cleaning & Appl/83	120,498	51.34	7.02	72,251	32.80	4.45	44,019	34.34	5.18	23,958	23.49	3.85	7,218	14.26	2.54
Hardware/87	73,901	44.84	16.82	46,179	30.50	11.48	28,915	25.10	10.61	17,471	20.34	7.19	5,844	16.32	4.40
Luggage/88	21,997	34.37	8.03	13,140	24.98	6.10	7,275	15.25	3.98	3,351	14.38	3.92	1,241	10.79	3.84
Outdoor Living/89	69,383	16.14	3.79	44,978	13.14	3.05	22,082	8.65	1.53	11,461	6.81	1.18	5,859	3.32	0.73
Sporting Goods/91	52,359	27.33	4.42	32,358	24.15	3.39	19,297	18.81	3.09	9,658	14.02	2.80	4,032	13.22	5.19
Photo & Optical/91	75,689	158.35	31.07	53,777	102.63	17.88	33,836	108.80	20.19	17,696	77.61	16.58	4,962	41.70	8.72
Toys & Games/95	59,745	18.82	2.63	32,563	43.89	5.01	22,418	37.55	5.26	10,822	23.32	0.67	3,595	11.31	2.03
Electronics/97	202,953	139.10	16.10	125,095	96.90	9.64	69,226	74.92	6.67	33,981	57.59	0.71	7,688	38.06	2.50
Records & Tapes/98	40,426	61.53	23.25	22,882	46.99	13.59	13,467	30.26	8.39	6,740	23.24	4.80	2,271	12.90	0.45
Average Sales/SF	82,672	44.00	14.74	51,199	37.00	9.66	31,647	31.00	8.41	16,040	22.00	5.80	5,298	14.00	3.66
Average Square Feet		1,849			1,367			1,005			719			372	

1988 SALES PROMOTION SCHEDULE

Week	Theme	Event Date
1	Dollar Days Sale (Action Ind)	Begins 2 Jan
2	Super '88 Sale	7–10 Jan
3	Pre-Inventory Sale	14–17 Jan
4	Sale	21–24 Jan
5	End of Month Sale	28–31 Jan
6	Sale	4–7 Feb
7	Sweetheart Sale	11–14 Feb
8	Presidents Day Sale	18–22 Feb
9	Lawn & Patio Sale	25–28 Feb
10	March Savings Sale	3–6 Mar
11	Home Improvement Sale	10–13 Mar
12	Savin' the Green Sale	17–20 Mar
13	Spring Break Sale	24–27 Mar
14	Easter Sale	31 Mar–3 Apr
15	Spring Forward Sale	7–10 Apr
16	Springtime Savings	14–17 Apr
17	Dollar Days Sale (Action Ind)	Begins 21 Apr
18	May Day Sale	28 Apr–1 May
19	Mother's Day Sale	5–8 May
20	Armed Forces Day Sale	12–15 May
21	Shape-Up Sale	19–22 May
22	Memorial Day Sale	26–30 May
23	PCS Sale	2–12 Jun
24	Colorful White Sale	9–12 Jun
25	Father's Day Sale	16–19 Jun
26	Home Decor Sale	23–26 Jun
27	Independence Day Sale	30 Jun–4 Jul
28	Red Hot Savings	7–10 Jul
29	Anniversay Sale	11–17 Jul
30	Summer Savings	21–24 Jul
31	Stock Up Sale	28–31 Jul
32	Back-to-School	4–7 Aug
33	Bye, Bye Summer Sale	11–14 Aug
34	Back-to-School Sale	18–21 Aug
35	Do It Yourself Sale	25–28 Aug
36	Labor Day Sale	1–5 Sep
37	Great Fall/Great Toy Sale	8–11 Sep
38	Fall White Sale	15–18 Sep
39	Picture-Perfect Sale	22–25 Sep
40	AAFES Super Sale	29 Sep–2 Oct
41	Discover Savings (Columbus Day)	6–10 Oct
42	Homemaker Fair (Act Ind)	Begins 13 Oct
43	Sale	20–23 Oct
44	Fall Savings Time Sale	27–30 Oct
45	Vote for Savings Sale	3–6 Nov
46	Salute to Veterans	10–13 Nov
47	Thanksgiving Sale	17–20 Nov
48	Christmas Sale	24–27 Nov
49	Christmas Sale	1–4 Dec
50	Christmas Sale	8–11 Dec
51	Christmas Sale	15–24 Dec
52	Every Color White Sale	26–31 Dec

AAFES Exchange Sales—FY 86

Summary of Sales by Retail Department ($ In Thousands)

Department, Dept. Code	Domestic		Overseas		Mail Order		Worldwide		% Change 86/85
	$	%	$	%	$	%	$	%	
Automotive/01	78,400	3.2	37,780	2.4	93	0.2	116,273	2.8	10.6
Gasoline/02	218,222	8.9	116,298	7.3			334,520	8.2	−24.5
Automotive Labor/03	11,836	0.5	1,744	0.1			13,580	0.3	13.7
Tobacco Products/10	97,275	4.0	32,213	2.0	6	0.0	129,494	3.2	−1.1
DPSC Merchandise/19	107,619	4.4	37,553	2.4			145,172	3.6	3.0
Food, Candy & Snacks/20	149,745	6.1	116,411	7.3	105	0.2	266,261	6.5	10.7
Beer & Beverages/23	120,490	4.9	85,488	5.4			205,978	5.0	7.1
Toiletries/30	134,117	5.5	71,373	4.5	423	0.8	205,913	5.0	3.6
Cosmetics & Fragrances/34	71,356	2.9	28,472	1.8			99,828	2.4	12.2
Military Wear/40	56,561	2.3	18,567	1.2			75,128	1.8	18.6
Jewelry/50	25,050	1.0	12,463	0.8	7,691	15.4	45,204	1.1	−1.5
Watches/51	27,216	1.1	15,706	1.0	48	0.1	42,970	1.1	14.0
Precious & Semi-Precious Jewelry/56	43,997	1.8	31,479	2.0	8	0.0	75,484	1.8	32.2
Stationery/60	124,641	5.1	51,760	3.3	997	2.0	177,398	4.3	6.7
Men's Clothing/70	51,102	2.1	33,791	2.1	100	0.2	84,993	2.1	2.8
Men's Furnishings/71	98,360	4.0	51,733	3.3	108	0.2	150,201	3.7	4.3
Women's Outerwear/72	75,270	3.1	46,993	3.0	269	0.5	122,532	3.0	5.3
Women's Lingerie/73	57,402	2.3	20,878	1.3	448	0.9	78,728	1.9	1.8
Boyswear/74	25,732	1.1	15,697	1.0			41,429	1.0	0.2
Girlswear/75	19,329	0.8	14,216	0.9	8	0.0	33,553	0.8	0.7
Infants' & Toddlers' Wear/76	32,595	1.3	22,637	1.4	13	0.0	55,245	1.4	9.5
Footwear/77	93,430	3.8	46,391	2.9	549	1.1	140,370	3.4	11.2
Linens & Domestics/78	41,554	1.7	25,773	1.6	451	0.9	67,778	1.7	1.9
Yardage & Sewing Notions/79	12,051	0.5	10,900	0.7	632	1.3	23,583	0.6	−16.1
Dinnerware & Flatware/80	9,412	0.4	5,966	0.4	2,802	5.6	18,180	0.4	−10.8
Kitchenware, Pots & Pans/81	29,731	1.2	15,783	1.0	530	1.1	46,026	1.1	3.3
Giftware/82	25,858	1.1	23,561	1.5	5,168	10.4	54,587	1.3	12.5
Cleaning Supplies/83	35,466	1.4	19,508	1.2	62	0.1	55,036	1.3	7.7
Traffic & Major Appliances/85	57,758	2.4	39,318	2.5	1,246	2.5	98,322	2.4	−13.2
Furniture & Rugs/86	22,770	0.9	32,280	2.0	2,235	4.5	57,285	1.4	15.2
Hardware, Tools, Garden & Pet Supplies/87	64,255	2.6	19,306	1.2	92	0.2	83,653	2.0	20.1
Luggage/88	19,006	0.8	8,783	0.6	183	0.4	27,972	0.7	−2.3
Outdoor Living/89	57,848	2.4	9,368	0.6	57	0.1	67,273	1.6	8.7
Sporting Goods & Camping Supplies/91	37,403	1.5	17,576	1.1	1,150	2.3	56,129	1.4	4.3
Developed Film/92	15,228	0.6	3,082	0.2			18,310	0.4	−2.8
Photographic, Optical and Photo Processing/93	54,135	2.2	46,682	2.9	3,103	6.2	103,920	2.5	−4.3
Toys & Games/95	48,981	2.0	45,375	2.9	1,034	2.1	95,390	2.3	15.4
Home Entertainment, Including Computers & Musical Instruments/97	166,144	6.8	310,698	19.6	19,912	39.9	496,754	12.2	4.1
Recorded & Tapes, Video Cassettes/98	31,991	1.3	41,331	2.6	365	0.7	73,687	1.8	16.3
TOTAL	**$2,449,318**	**100.0**	**$1,584,933**	**100.0**	**$49,888**	**100.0**	**$4,084,139**	**100.0**	**4.0**

Note: AAFES sales for FY86 are preliminary and unaudited.

AAFES
Worldwide Direct Sales By Activity—FY86
($ in Thousands)

Retail Activity Description	Sales	% Total
Main Store	2,274,625	55.69
Branch Retail Store	447,645	10.96
Specialized Retail Store	687,595	16.83
Auto Parts	417,645	10.23
Delicatessen (Foodland)	186,213	4.56
Concession (Exchange Mdse)	7,396	0.18
Miscellaneous	63,454	1.55
Total Retail	**$4,084,582**	**100.00**

Food Activity Description	Sales	% Total
Cafeteria I	92,491	21.36
Cafeteria II	95,126	21.97
Cafeteria III	70,645	16.32
Food Franchise Operations	98,676	22.79
Mobile Snack Bar	20,177	4.66
School Lunch Feeding Program	9,231	2.13
Snack Stand	18,267	4.22
Delicatessen	11,547	2.67
Ice Cream Store	13,932	3.22
Miscellaneous	2,843	0.66
Total Food	**$432,935**	**100.00**

Services Activity Description	Sales	% Total
Bus or Taxi Service	335	0.58
Vehicle Inspection Station	111	0.19
Miscellaneous	16	0.03
Barber Shop (Direct)	118	0.20
Beauty Shop	218	0.37
Laundry/Dry Cleaning Services	26	0.05
Appliance Repair	162	0.28
Flower Shop	6	0.01
Rental Service	624	1.07
Recreation Type Service	13	0.02
Service Pick-Up-Point (Direct)	2,654	4.55
Delivery Service	870	1.49
Motion Picture Theater	27,279	46.83
Service Pick-Up-Point (Concessions)	25,290	43.41
Service Activities	537	0.92
Total Services	**$58,260**	**100.00**

Vending Activity Description	Sales	% Total
Consumable Products Machines	129,381	91.36
Nonconsumable Products Machines	2	
Service Vending Machines	145	0.10
Coin Operated Car Wash	184	0.13
Random Washer & Dryer Machines	4	
Launderette Service	4,221	2.98
Jukebox	986	0.70
Amusement/Game Machines	6,588	4.65
Miscellaneous	116	0.08
Total Vending	**$141,628**	**100.00**

Note: Totals may not add due to rounding.

AAFES—FY86
Geographic Sales Summary ($ in Thousands)

Category	Domestic	Overseas	Mail Order	Worldwide
Retail	2,449,761	1,584,933	49,888	4,084,582
Food	205,040	227,895	0	432,935
Services	11,840	46,420	0	58,260
Vending	72,641	68,987	0	141,628
Concessions	273,871	195,498	0	469,369
Total	**$3,013,153**	**$2,123,733**	**$49,888**	**$5,186,774**

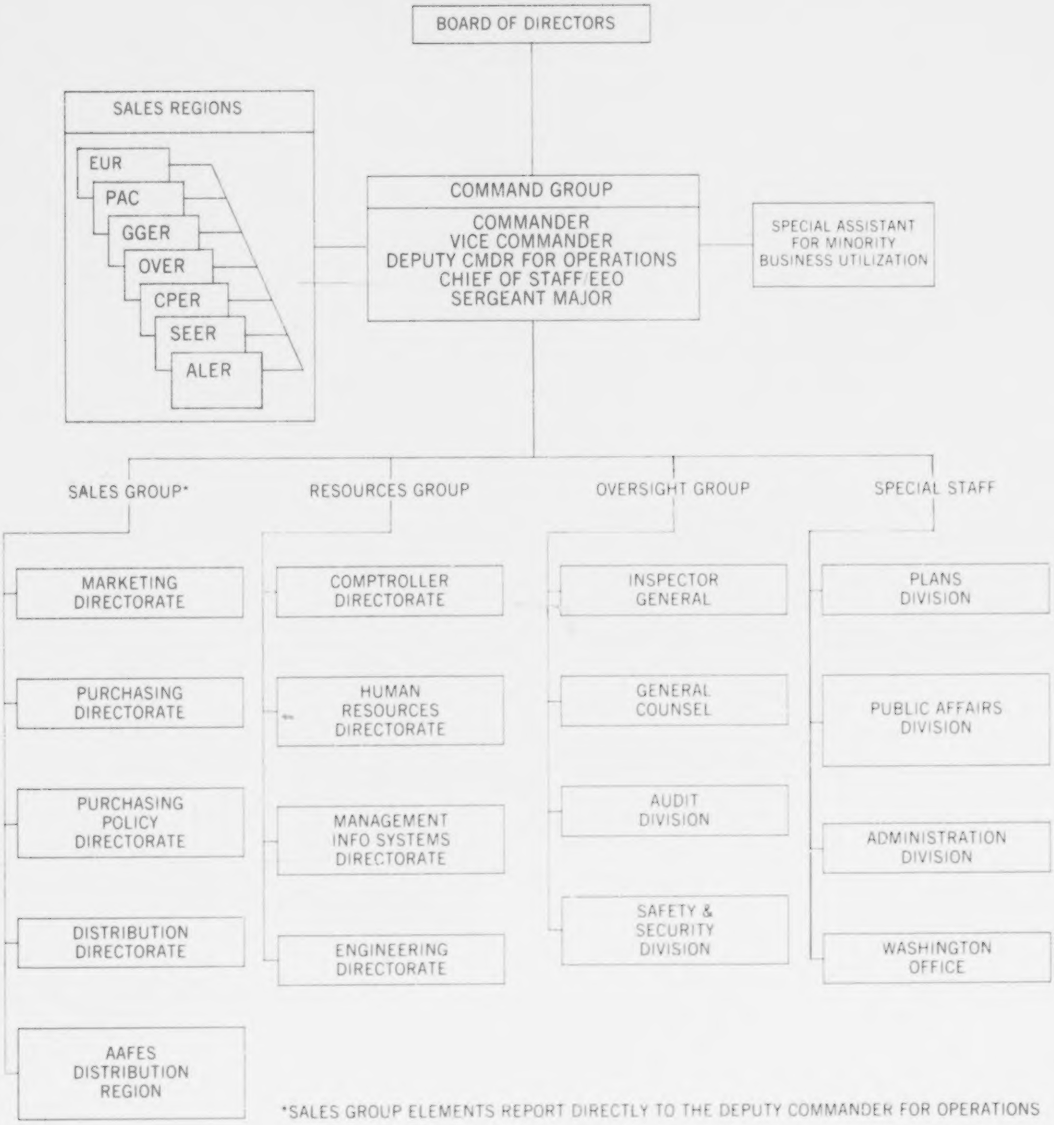
Note: Totals may not add due to rounding.

Domestic Sales by Exchange Region ($ in Millions)

Exchange Region	Retail Net Sales	Food Net Sales	Services Net Sales	Vending Net Sales	Concession Sales	Total
Alamo	462.9	38.9	1.8	9.9	61.8	575.3
Capitol	445.8	25.1	2.3	10.3	44.2	527.7
Golden Gate	501.7	49.7	2.5	13.4	51.0	618.3
Ohio Valley	426.7	43.4	2.1	16.7	48.4	537.3
Southeast	612.2	48.0	3.2	22.3	68.5	754.2
HQ Activities	0.4	0.0	0.0	0.0	0.0	0.4
Total	**$2,449.8**	**$205.0**	**$11.8**	**$72.6**	**$273.9**	**$3,012.2**

Note: Totals may not add due to rounding.

HEADQUARTERS
ARMY AND AIR FORCE EXCHANGE SERVICE
(AAFES)



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(202) 274-7754

DLA's Mission And Purpose

The DLA mission is to enhance readiness and sustainability of the military services; contribute to operating efficiency of the Defense Department; and to provide effective and economical support for assigned items of supply, contracting and contract administration services and technical and logistics services.

Established in 1961, the Defense Logistics Agency provides support from the predesign stage to the time items and supplies leave the military system . . . beginning with dissemination of research and cataloging data, extending through the administration of defense contracts and quality certification for material coming off the production lines and concluding with the reutilization or marketing of government property which is obsolete, worn out or no longer needed.

Headquartered at Cameron Station in Alexandria, Virginia, DLA carries out its worldwide logistics mission with over 54,000 civilian and military personnel. Facilities located throughout the continental United States, Alaska, Hawaii, Puerto Rico and Canada, range from large procurement centers, depots and regional offices to in-plant residencies, property reutilization offices and customer assistance activities.

DLA's overseas facilities are located throughout Europe, the Pacific and the Caribbean, providing fuel, subsistence, and property reutilization.

To effectively operate such a diverse organization, DLA works primarily through its 27 field activities.

Through its six supply centers, over 2.7 million consumable items—everything from nuts and bolts, clothing and medicine, to fuel and microelectronics—are managed for all of the Armed Services. These centers, also, forecast combined requirements for the services, manage inventory, award contracts and pay contractors.

In fiscal 1986, DLA bought nearly $17 billion worth of consumable items through the centers located in Ohio, Pennsylvania and Virginia. The items they manage account for over 54 percent of all national stock numbers (NSNs) and 67 percent of all consumable items or repair parts in the Defense Department inventory.

Personnel at the centers process over 29 million requisitions annually and initiate over 5,000 contract actions each workday.

Rapidly growing in importance is the Weapon Systems Support Program. DLA helps plan and then purchases over 800,000 items and components for more than 1,000 major weapon systems.

These systems range from the Navy's Poseidon submarine and the Army's Cobra helicopter to the Air Force's B-1B bomber. More than one-third of these requisitions are high priority, with material on its way to the customer within three days after DLA receives the order.

Through the Defense Fuel Supply Center at Cameron Station, DLA procures and manages all government-used petroleum products.

Additionally, DLA procures crude oil for the Department of Energy in support of the Strategic Petroleum Reserve.

The essential link in this supply chain is some 30,000 U.S. manufacturers and suppliers who contract with DLA and the services to provide needed material and services. Almost $12 billion of the nearly $17 billion of material bought by DLA in fiscal year 1986 went to small businesses. More than 80 percent of these contract dollars are awarded competitively to the lowest bidder.

DLA ships more than 17 million items each year through a worldwide complex of depots, storage facilities and fuel terminals. Last year, these activities maintained a supply availability rate of approximately 90 percent.

The agency operates six of its own supply depots. Thirty-six military depots also stock and distribute commodities owned by DLA.

In addition, DLA uses 235 strategically located fuel terminals to supply U.S. military units around the world. Food is managed through a network of subsistence regions, offices and DLA and military storage facilities in the United States, Europe and the Pacific.

Contract administration, with particular emphasis on quality assurance, is another part of DLA's multi-faceted mission. Over one-third of DLA's people work in this area at nine regional offices, 39 management areas and full-time in 47 contractor's plants.

DLA administers 400,000 contracts on behalf of defense acquisition offices, other federal agencies and, in specially authorized cases, foreign governments. The primary elements of this mission are to assure contractor compliance with terms of the contract, accept products on behalf of the government and to pay the contractor.

Before a contract is awarded, pre-award surveys are performed to determine the contractor's capability to carry out the contract and a cost evaluation of the proposals is made.

Special emphasis is placed on quality—doing it right the first time.

In addition to supply support and contract administration, DLA performs varied technical and logistics services for the U.S. military and Defense agencies. This is accomplished by six service centers located in Ohio, Tennessee, Michigan and Virginia.

Responsibilities for the six service centers include: administration of the Federal Catalog System; management of the reutilization of items and material no longer needed by the original user; management of the active and inactive DoD inventory of industrial plant equipment in government and commercial facilities and maintenance of the technical research data for use by the military services, Federal agencies and DoD contractors.

The two additional service centers develop and maintain automated information systems used throughout DLA and the military services and provide general administrative support to all DLA activities.

The Defense Logistics Agency is headed by a three-star military officer, supported by two deputies. Positions rotate throughout the services. As an agency of DoD, DLA operates under the direction of the Assistant Secretary of Defense for Acquisition and Logistics and works closely with the chiefs of each of the military services, as well as the Joint Chiefs of Staff.

The Defense Logistics Agency, dynamic partner with the military services, seeking to provide our combat forces with the items and services essential to protecting our nation's military readiness.

DLA Primary Level Field Activities

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Defense Depot **Mechanicsburg**
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Mechanicsburg, PA 17055-0789
(717) 790-2324

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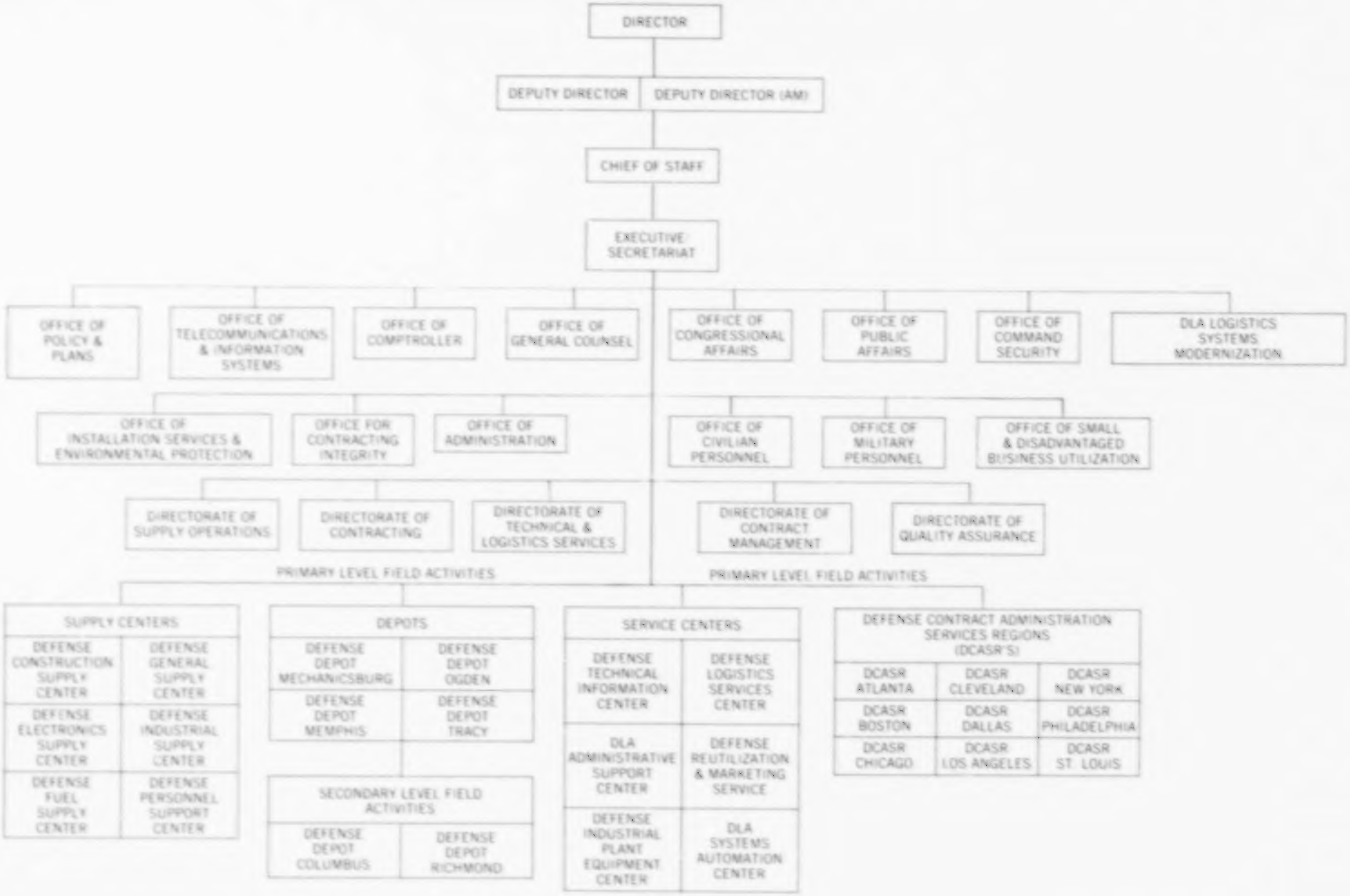
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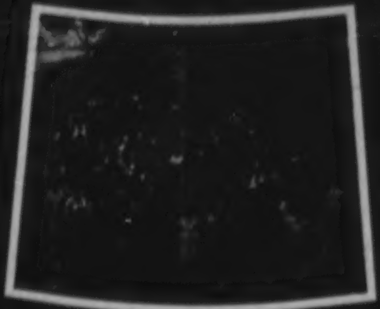

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Chief/Logistics Data & Standardization Branch
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About the DPSC

The Defense Personnel Support Center spends nearly $5 billion a year to buy food, clothing and textile items, medicines and medical supplies for the military services worldwide. It also buys for some federal agencies and authorized foreign governments.

Supporting service members with quality products, price and value considered, is crucial to maintaining their morale and the morale of their eligible family members.

Supplying its customers with food, when and where it's needed, is something DPSC's Subsistence directorate takes extreme pride in doing. It isn't easy, however, as it means buying all kinds of food—fresh, dehydrated, freeze dried, frozen, and canned—for eventual use in Service dining halls and field units and for resale in military commissaries worldwide. The Services and federal agencies supported by this directorate develop their food needs and then send their requirements to DPSC. In addition, they may also order brand name food and grocery items directly from the vendor. All told, the Subsistence directorate either buys or contracts for an estimated $5 billion (annually) in food for nine million people worldwide.

DPSC's management of food operations is decentralized through three Defense Subsistence Regions (DSRs) in Alameda, CA, Philadelphia, PA, and Zweibruecken, West Germany. The DSRs have responsibility for buying, storage, inventory management (DSR Pacific only), quality assurance and delivery to customers in their respective regional areas.

DPSC also operates 27 Defense Subsistence Office food buying activities which include sites in Hawaii and England. Seventeen of those offices are under the direction of DSR Atlantic; five offices are controlled by DSR-Pacific and five offices by DSR-Europe. These offices are responsible for daily buying (less-than-carlot quantities) and shipment of fresh fruit and vegetable items and monitoring cold storage contracts for chill and freeze items. Full carlot quantities are generally bought by DPSC headquarters.

DPSC also manages and operates four food storage facilities. The Defense Subsistence Storage Facility in Bayonne, NJ, handles perishable food. The other three facilities are located in the Federal Republic of Germany and are operated by DSR-Europe. The Defense Subsistence Storage Facility locations at Kaiserslautern and Bremerhaven distribute perishable food; the Germersheim facility handles semiperishable product.

Subsistence Field Activities (CONUS)
DSO = Defense Subsistence Office

DSO & Storage Facility **Bayonne**
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Autovon: 247-7446
Comm: (201) 823-5592

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700 W. 25th Street
Birmingham, AL 35204
Chief
Oren H. Griffin
Autovon: 340-1522
Comm: (205) 731-1522

DSO **Boston**
555 Pleasant Street
Watertown, MA 02172-2406
Chief
Frank Fitzgerald
Autovon: 955-5761
Comm: (617) 923-1990

DSO **Cheatham**
NSC Cheatham Annex, Bldg. 113
Williamsburg, VA 23187-8792
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LCDR Eddie Simmons, SC, USN
Autovon: 695-4771
Comm: (804) 887-7246

DSO **Chicago**
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Chicago, IL 60606-6607
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William Murray
Autovon: 623-8877
Comm: (312) 886-8877

DSO **Columbia**
Strom Thurmond Federal Bldg.
Room 865-B, 1835 Assembly Street
Columbia, SC 29201-2482
Chief
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Autovon: 697-6555
Comm: (803) 765-5754

DSO **Denver**
c/o Merchant Refrigeration Company
5120 Race Court
Denver, CO 80216-2135
Chief
James Slaten
Autovon: 943-5277
Comm: (303) 294-7025

DSO **El Paso**
c/o Brown's Cold Storage &
Distribution Center
6930 Maret Street
El Paso, TX 79915-1112
Chief
Cloyd Conley
Autovon: 888-3372
Comm: (915) 772-2763

DSO **Fort Worth**
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Fort Worth, TX 76106-8302
Chief
James Rachel
Autovon: 940-1281
Comm: (817) 625-8986

DSO **Jacksonville**
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Jacksonville, FL 32209-4903
Chief
Albert Neves
Autovon: 697-5237
Comm: (904) 354-6689

DSO **Kansas City**
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Kansas City, MO 64106-2895
Chief
Richard Prather
Autovon: 463-2431
Comm: (816) 374-5180

DSO **Landover**
1811 Cabin Branch Drive
Landover, MD 20785-3822
Chief
Frederick Tidwell
Autovon: 296-1997
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DSO **Nashville**
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Nashville, TN 37201-1022
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Autovon: 697-6557
Comm: (605) 251-5487

DSO **New Orleans**
c/o New Orleans Cold Storage &
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Nashville Avenue Wharf
New Orleans, LA 70115
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Vacant
Autovon: 363-1133
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DSO **Tampa**
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Defense Food Liaison Office Pacific
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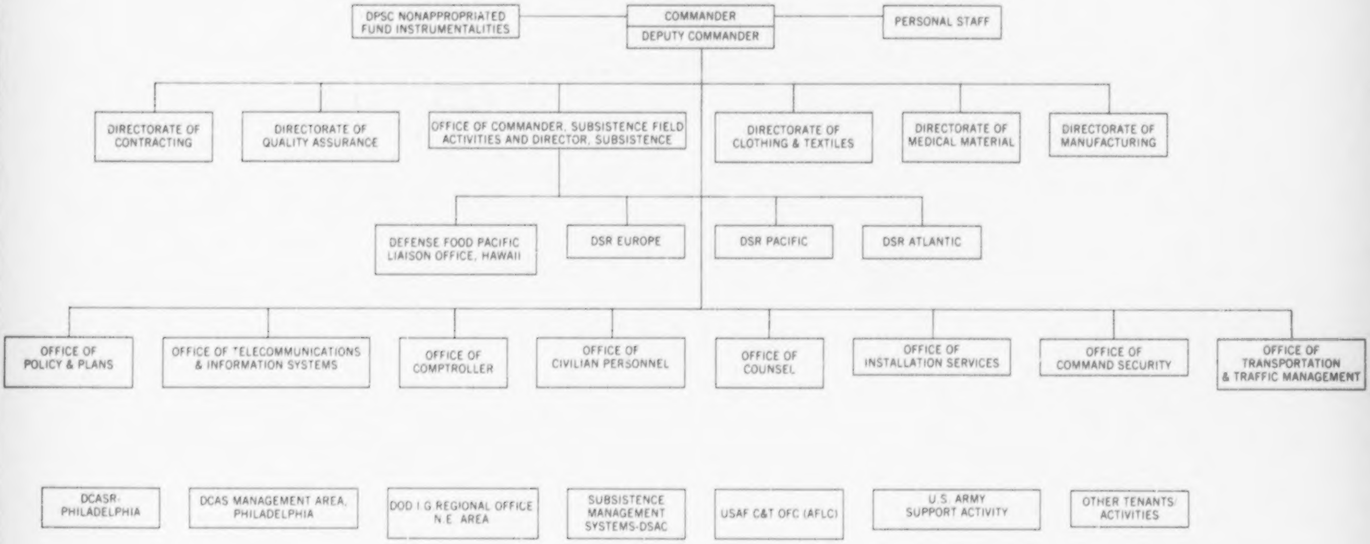
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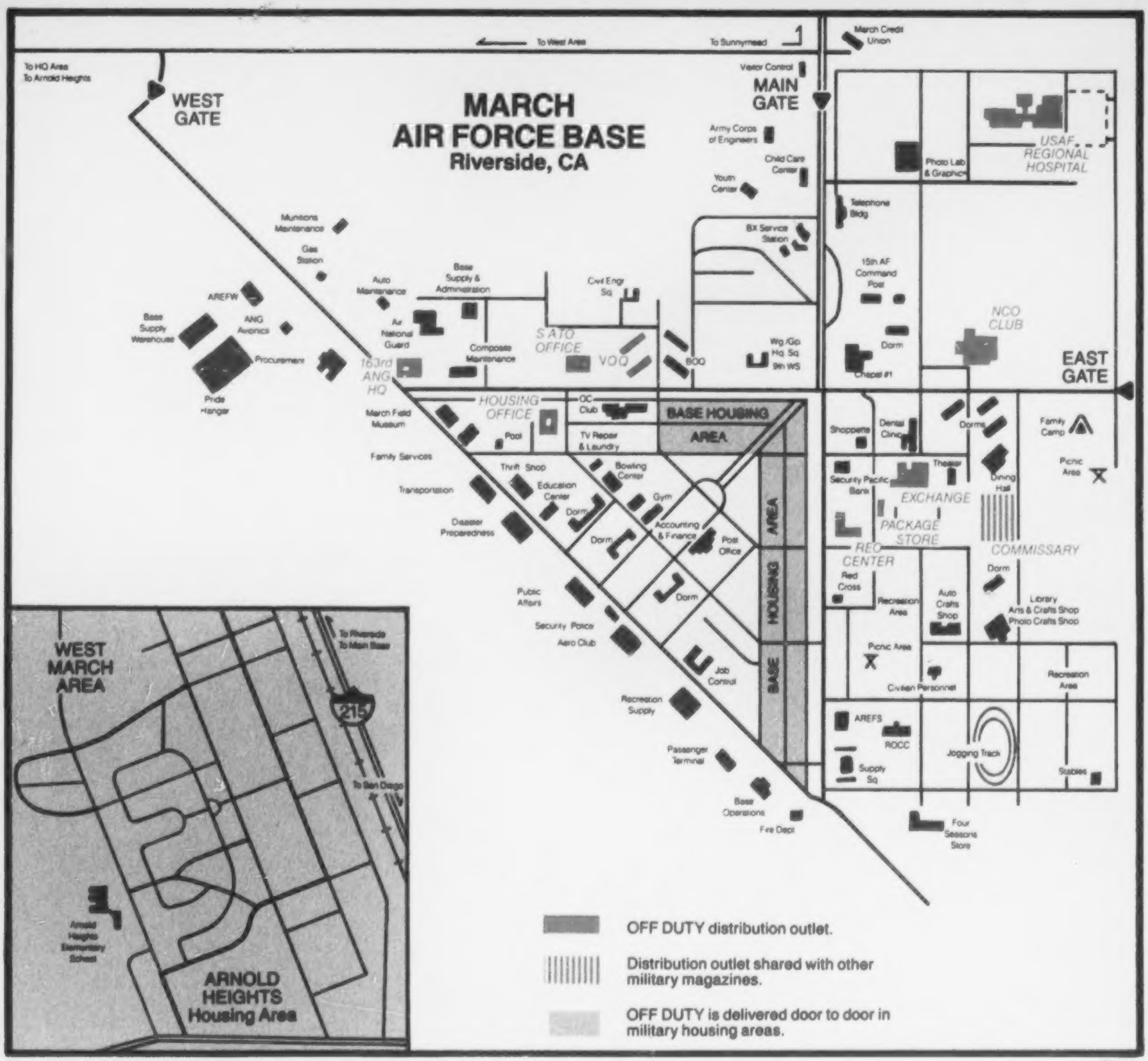

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Buying Procedures (Exchanges)

Basic methods of doing business with Navy exchanges depend on how the exchanges are supported. Most Navy exchanges in the United States receive procurement support from a regional field support office (FSO) or a lead contracting activity (LCA). Exchanges also receive merchandising and procurement information from the Navy Resale and Services Support Office (NAVRESSO).

Some Navy exchanges are classified as "stand-alones" because they are independent. Most stand-alones are located overseas, although a few are in the United States. Suppliers may do business with the FSOs, NAVRESSO or the independent exchanges.

Categories of merchandise and price limitations on goods sold by Navy exchanges in the United States have been established by the House Armed Services Committee of Congress and are published in the Armed Services Exchange Regulations issued by the Department of Defense. These limitations do not apply overseas.

At Exchange Level

Most purchasing is initiated at the FSO/LCA level. Responsibility for controlling and initiating purchases for an independent exchange and any branch stores under its control rests with the Navy exchange officer. Purchases are based on customer demand for authorized items. In some instances, purchase requirements are consolidated at NAVRESSO before being forwarded to manufacturers for fulfillment.

Any individual or firm may contact an independent local Navy exchange officer or his/her designated representative for an appointment, or may forward descriptive literature and pricing information to the Navy exchange officer for consideration.

At the FSO/LCA Level

In recent years, a number of exchanges in the United States have been grouped together within a geographic region. Within the grouping, a specific activity has been designated to assume acquisition responsibility for the other exchanges. The activity is identified as either a field support office (FSO) or a lead contracting activity (LCA).

In addition to consolidating the purchase requirements of the exchanges in the group, the FSO/LCA issues regional contracts for retail and services merchandise, expense items and services that lend themselves to acquisition through regional contracts. Negotiations are conducted with those firms capable of fulfilling the needs of the exchanges.

Any individual or firm may contact the acquisition manager or acquisition specialist at the FSO/LCA to present his or her goods or services for consideration. If the product or service fills a need, your firm will be included in the vendor listing as a prospective contractor for future consideration when contract solicitations are issued.

At the Navy Resale and Services Support Office

The Navy Resale and Services Support Office (NAVRESSO) has a staff of buyers and contract specialists who review merchandise lines and determine if a product or service could be made available to authorized customers. Generally, the buyers and contract specialists negotiate with manufacturers and suppliers to ascertain terms, prices, minimum quantities, packaging and other information about a product or service in order to assist field personnel in making purchase determinations. The negotiations could lead to NAVRESSO issuing a listing or a systemwide contract. The listings are called price agreement bulletins and seasonal merchandise voces.

Price agreement bulletins provide complete detailed information about products that are considered staple items and are available on a year-round basis. Voces are listings of seasonal merchandise and are also used to highlight special promotions of products. Field support offices, LCAs or independent Navy exchange officers are authorized to place purchase orders directly with the manufacturers for products listed on NAVRESSO bulletins. Systemwide contracts are generally negotiated on a competitive basis among manufacturers and suppliers of products commonly used by all Navy exchanges. Award is made to the low, responsible, responsive offeror whose product or service conforms to all requirements of the solicitation.

It is not necessary that a manufacturer or supplier be listed on a NAVRESSO bulletin or hold a contract in order to sell to Navy exchanges.

How Selections Are Made

Price agreement bulletins and vox listings are limited primarily to manufacturers exercising full control over the product and its distribution and who stipulate that prices, terms and conditions offered are the lowest available to any purchaser regardless of class of trade, geographical location, type or size of purchaser or volume of purchase.

Manufacturers desiring to be listed on a bulletin or vox should submit information and samples to NAVRESSO by mail or contact the appropriate buyer in the Merchandise Division at NAVRESSO.

After the buyer reviews the product, it is presented to a Merchandise Council (consisting of senior merchandise personnel) for approval prior to a bulletin listing being prepared. Upon approval, a bulletin is prepared and distributed to all Navy exchanges.

Items identified for systemwide contracts are solicited by a Request for Proposal normally on a competitive basis subject to negotiation, in accordance with prescribed procedures. Awards are then issued to the successful offeror if approved by a Contract Review Board consisting of senior members of the NAVRESSO staff.

Manufacturers desiring to be placed on a vendor mailing list should submit a description of the product or service being offered and request to be placed on the appropriate bidder's list by writing to the Contracts Group at NAVRESSO.

Merchandise selected for bulletin listing or systemwide contract includes:

a. Items known to be best sellers, as evidenced by Navy exchange reorders, industry or trade survey reports and sales data submitted by the manufacturer

b. Quality merchandise that bears a brand name and on which the brand itself can be reasonably expected to influence preferential consumer acceptance over a lesser known brand of similar merchandise

c. Products on which brand or manufacturer's name is of little or no significance to the consumer and may or may not appear on the pertinent merchandise. In these instances, comparisons are made with similar products of other available sources. The principal factor influencing selection is the determination of best overall value.

Buying Procedures (Commissaries)

Navy commissary stores are grouped together in geographic areas. Purchasing for commissary stores is administered by NAVRESSO Field Support Offices or Navy commissary store region offices based on customer demand and local popularity of items.

The majority of resale products purchased by Navy commissary stores are from brand name contracts issued by Headquarters, Defense Personnel Support Center, 2800 South 20th Street, Philadelphia, PA 19101. Purchases made against these brand name contracts are not restricted as to monetary value.

In addition, commanding officers of NAVRESSO Field Support Offices or officers in charge of Navy commissary store regions have limited authority to make direct purchases of resale merchandise, supplies, services and minor equipment.

Also, presentations are received at the Navy Resale and Services Support Office which, if approved, result in systemwide purchasing. Acceptability is determined by price, distribution, nature of item, anticipated customer acceptance, market share, duration of promotion and other merchandising considerations. Suppliers desiring to make these presentations should contact the Merchandising Branch of the Commissary Store Division at NAVRESSO. Suppliers experiencing problems or requiring additional information may write to the Navy Resale and Services Support Office, attention: Code CSD.

Buying Procedures (MSC Exchanges)

In dealing with military Sealift Command exchanges, the same procedure is followed as that for Navy exchanges, with one exception.

Merchandise buying is accomplished through two MSC Acquisitions Centers using bulletins/contracts prepared for Navy exchanges by NAVRESSO. Exchanges aboard MSC ships offer a very limited selection of basic necessities and snack items to meet crew requirements.

MSC Exchanges

Address mail to the MSC exchange officer at these locations:

MSC Atlantic Area

Military Ocean Terminal
Building 42 (Code 4S3)
Bayonne, NJ 07002

MSC Pacific Area

Naval Supply Center
Building 310-1E
Oakland, CA 94625

Buying Procedures (Ships Stores Afloat)

Navy personnel serving aboard ships purchase basic items, gifts and other merchandise from retail stores operated on the ship itself. Many items sold by Navy exchanges will be found in a ship's retail store in limited quantities and selections, as determined by the size of the store and number of crew members assigned to the ship.

The ship's supply officer or an appointed ships store officer supervises and initiates the purchasing for the ships store based on the crew's demand and inventory limitations. Authorized items and cost limitations are within the listing of authorized items for sale in Navy exchanges as defined in the Armed Services Exchange Regulations.

Popular basic items of ships store stock are included in contract bulletins; popular luxury and semi-luxury items are listed in the Ships Stores Afloat Catalog, published by NAVRESSO.

Open-end, fixed price contracts are awarded for popular, basic items of authorized stock by NAVRESSO. Awards are consolidated into contract bulletins which are sent to all ships stores. When a ship is in an area where contracts are in effect, the ship may place orders directly with suppliers for items under contract.

The ships stores afloat catalog contains descriptions, ordering information, sources, prices, etc., for popular luxury and semi-luxury items of ships stores stock. NAVRESSO buyers and contract specialists negotiate with manufacturers for catalog listings in the same manner as for Navy exchange bulletins and contracts. Purchase orders for items listed in the ships stores afloat catalog will be issued directly to the vendors or suppliers.

Non-Listed Items

Items not listed in contract bulletins or the ships stores afloat catalog may be offered for sale to ships stores. Prior to offering the item, it must be presented to the Ships Stores Division at NAVRESSO for review and determination of quality and value.

New items are normally approved when the item is a nationally known brand name product of proven popularity, or in the case of lesser known items, after samples are examined by NAVRESSO for quality and value assurance. Suppliers are required to submit a letter from the manufacturer stating that the supplier is the appointed representative for the product submitted. The manufacturer's published price list, minimum order requirements, terms and delivery schedules should also be submitted with the item to NAVRESSO.

If the quality/value analysis determines the product to be acceptable, it is approved for sale to ships stores for a 9-month period. During this time, ships desiring to purchase the product will submit a purchase order to the nearest NAVRESSO fleet assistance representative, who will process the order. Fleet assistance reps are located in major port areas. The suppliers will be required to meet the quantities and delivery date specified in the purchase order. An original and three copies of the invoice would then be mailed to the ordering ship, where it would be certified as to receipt and acceptance of the material and forwarded to a Navy paying activity for payment of the bill.

At the conclusion of the 9-month period, suppliers will be asked to submit copies of processed ships purchase orders for the item to NAVRESSO. A determination will be made on whether to continue the supplier's authority to sell to ships stores based on the volume of business and the crew's acceptance of the product.

The item may be considered for addition to the contract bulletin or the ships stores afloat catalog if there is sufficient evidence of *bona fide* recurring demand in various geographical areas. Reorders, not one-time purchases, are considered recurring demand.

Commissary Store Division (Commissary Operations Group)

Deputy Commander
Ed Yerman
(718) 390-3711

Assistant Deputy Commander
Anthony De Gaetano
(718) 390-3712

Operations Branch (COG1)
Manager
Margaret Young
(718) 390-3717

Commissary Operations Supervisor
Geoff Goldstein
(718) 390-3713

Computer System Analyst
Gene Jackson
(718) 390-3935

Computer System Analyst
Al Brett
(718) 390-3935

Commissary Management Specialist
Ardie Wickers
(718) 390-3714

Commissary Management Analyst
John Mahoney
(718) 390-3713

Operations Analysis Section Supervisor
Stanley Kurin
(718) 390-3714

Commissary System Analyst
Sam Miceli
(718) 390-3714

Merchandise Branch (COG2)
Manager
Bill Cook (acting)
(718) 390-3722

Commissary Management Specialist (Meat)
James Moser
(718) 390-3722

Commissary Management Specialist (Produce)
Milton Shreiber
(718) 390-3722

Commissary Management Specialist (Grocery)
Joe Marchese
(718) 390-3722

Commissary Management Specialist (Merchandising)
Bill Cook
(718) 390-3722

Manpower, Resources, Administrative Branch (COG3)
Manager
Catherine Milanes
(718) 390-3713

Commissary System Analyst
Mike Fahy
(718) 390-3715

Commissary Specialist
Valerie Moon
(718) 390-3715

Commissary System Analyst
Bill Wolfe
(718) 390-3713

Commissary System Analyst
Frank Pellegrino
(718) 390-3714

Commissary System Analyst
Rick Thomas
(718) 390-3714

Budget Analyst
Marjorie Thunder
(718) 390-3713

Merchandise Division (Exchange Operations Group)

Merchandise Division (MD)
Director
John Marecki
(718) 390-3876

Projects Coordinator
Aimee Oey
(718) 390-3909

Inventory Control
Shelly Miller
(718) 390-3533

Soft Lines Apparel/Accessories Requirements Branch (MDI)
Manager
Dolores LaSalle
(718) 390-3904

Senior Buyer (E-2)
Al Rafaloff
(718) 390-3890
Men's Wear

Buyer (E-2)
Jim Galvin
(718) 390-3891
Men's Wear

Buyer (E-2)
Tom Smith
(718) 390-3889
Men's Wear

Buyer (E-2)
Herbert Weiss
(718) 390-3892
Men's Wear

Senior Buyer (E-3, E-7)
Jerry Baum
(718) 390-3906
Intimate apparel, lingerie, robes, hosiery, maternity, family shoes

Buyer (E-3)
Barbara Frank
(718) 390-3899
Intimate apparel, underwear

Buyer (E-3)
Diane Shumaker
(718) 390-3903
Hosiery, accessories & maternity

Buyer (E-7)
Mike Avallone
(718) 390-3905
Ladies and athletic shoes

Buyer (E-7)
Alan Lieberman
(718) 390-3980
Shoes

Senior Buyer (E-5, G-1, G-2)
Carole Siegall
(718) 390-3888
Infants, toddlers, boys & girls wear, juvenile furniture

Buyer (E-5)
Cheryl Mulrean
(718) 390-3893
Infants, toddlers, juvenile furniture

Buyer (G-1)
Lauren Telep
(718) 390-3895
Juvenile Furniture

Buyer (G-2)
Jewel Copeland
(718) 390-3887
Boys Wear

Buyer (G-1)
Betty Jo Felix
(718) 390-3894
Girls Wear

Senior Buyer (E-8)
Gussie Levin
(718) 390-3902
Women's ready-to-wear

Buyer (E-8)
Jackie Graham
(718) 390-3898
Misses coordinates, separates

Buyer (E-8)
Iris Hecker
(718) 390-3900
All outerwear

Buyer (E-8)
Rosemarie Rovito
(718) 390-3902
Misses dresses, tops

Buyer (E-8)
Vacant
(718) 390-3504
Junior dresses, bottoms

Consumables Branch (MD2)
Manager
Michael Delano
(718) 390-3918

Senior Buyer (A-1, A-2, A-4, A-6; D-1, D-3, D-5)
Glen Hoffman
(718) 390-3917
Candy, food products, beer & soda, tobacco, health & beauty aids

Buyer (A-1, A-2)
Sal Lascari
(718) 390-3919
Candy & confections, tobacco, household supplies

Senior Buyer (C-2, C-3, C-4, C-7, C-8, C-9)
Frank Davey
(718) 390-3885
Hardware, garden/pet supplies, stationery, books, auto parts

Buyer (A-2; C-3)
Lillian Menasche
(718) 390-3916
Stationery, books, periodicals & greeting cards

Buyer (D-1, D-5)
Joseph Warner
(718) 390-3910
Toiletries & drugs, cosmetics, fragrances

Buyer (C-8)
Stanley Wan
(718) 390-3915
Auto accessories

Private Label Manager
Paul Karp
(718) 390-3913
Private label

Private Label Buyer
Joann Gattis
(718) 390-3911

Buyer (C-4, C-9)
Jerry Greene
(718) 390-3912
Hardware/garden/pet supplies, outdoor living

Hard Lines Branch (MD3)
Manager
John Brown
(718) 390-3886

Senior Buyer (A-7, A-8; B-1, B-5; C-5)
B. L. "Ole" Olson
(718) 390-3882
Cameras, film & accessories, toys & wheel goods, consumer electronics

Buyer (C-5)
Barry Flayton
(718) 390-3883
Toys & wheel goods

Senior Buyer (B-2, B-4, B-8, B-9; E-4; F-2)
William McKim
(718) 390-3878
Home furnishings, housewares, rugs, electrical appliances, giftware, domestics

Buyer (B-2, B-4, B-8)
Daniel Walz
(718) 390-3880
Home furnishings, housewares, electrical appliances, giftware

Buyer (B-2, B-4, B-8)
Jules Weliky
(718) 390-3881
Home furnishings, housewares, furniture, rugs, electrical appliances

Buyer (A-8; B-5)
Cheryl Acampora
(718) 390-3879
Consumer electronics, musical instruments, video, personal computers, records and tapes

Senior Buyer (B-3; C-1; D-2, D-4)
Peggy Walsh
(718) 390-3908
Sporting goods, luggage & leather goods, jewelry

Buyer (B-3; C-1)
Tom Heffernan
(718) 390-3884
Sporting goods, luggage & leather goods

Buyer (D-2, D-4)
Gloria Reid
(718) 390-3907
Jewelry, fine jewelry

Senior Buyer (E-4; F-2)
Jeffrey Siegel
(718) 390-3896
Linens, domestics, fabrics & sewing accessories

Store Operations Division
(Exchange Operations Group)

Director
CDR John Flanagan, SC, USN
(718) 390-3847

Special Requirements Coordinator
Marion Tierney
(718) 390-3867

Automotive and Personalized Services Branch (SOD1)
Manager
William Scott
(718) 390-3849

Automotive Services Specialist
Vacant
(718) 390-3851

Personalized Services Specialist
Donald Mohlmann
(718) 390-3852

Optical/Flower Shop Specialist
Verdell Sanders
(718) 390-3850

Food Services & Vending Branch (SOD2)
Manager
Tom Kolstad
(718) 390-3861

Food Service Specialist
Joseph Allen
(718) 390-3863

Food Service Specialist
Pedro Garcia
(718) 390-3863

Vending Specialist
Bill Kavaky
(718) 390-3864

Vending Specialist
Robert Elszy
(718) 390-3863

Retail Operations Branch (SOD3)
Manager
Chuck Stockburger
(718) 390-3680

Retail Operations Specialist
Rennie Aitkehead
(718) 390-3720

Office of Sales Coordination

Director
Joe LoCasto
(718) 390-3872

Visual Merchandising Specialist
Thom Speedling
(718) 390-3871

Visual Merchandising Specialist
Ken Kaczmarski
(718) 390-3506

Visual Merchandising Specialist
Drake Hawes
(718) 390-3531

Visual Merchandising Specialist
Paul Sorensen
(718) 390-3984

Visual Merchandising Specialist
Phil Siegel
(718) 390-3532

Visual Merchandising Specialist
David Baker
(718) 390-3864

Sales Coordination Specialist
Barbara Wolk
(718) 390-3870

Sales Coordination Specialist
Lila Solomon
(718) 390-3875

Sales Coordination Specialist
Karen Lee
(718) 390-3724

Fleet Support Group

Deputy Commander
CDR R. Emmett Durnan
(718) 390-3701

Naval Uniform Division (Fleet Support Group)

Director
Charles Vaughn
(718) 390-3704

Uniform Requirements Branch (NUD1)
Buyer (E-1)
Camille Gainsa
(718) 390-3707

Senior Uniform Inventory Specialist (L-1)
Ken Parrish
(718) 390-3702

Uniform Inventory Specialist (L-1)
D. J. Watson
(718) 390-3709

Uniform Inventory Specialist (L-1)
Clyde Dominick
(718) 390-3710

Supply System Analyst (L-1)
Virginia Costalas
(718) 390-3706

Supply System Analyst (L-1)
Walter Nowicki
(718) 390-3706

Supply/System Analyst (L-1)
Curtiss Geruldsen
(718) 390-3705

Made-to-Measure Program (NUD2)
Made-to-Measure Manager
James Oliva
(718) 390-3815

Ships Stores Division (Fleet Support Group)

Director
Louis J. Caputo
(718) 390-3838

Manager, Operations Branch (SSD1)
Walter Moore
(718) 390-3837

Operations Branch Specialist (SSD1)
Arlene Carofalo
(718) 390-3840

Operations Branch Specialist
Alice Pastore
(718) 390-3796

Fleet Operations Assistance Branch (SSD2)
Manager
John Dixon
(718) 390-3837

Ships Store Specialist (SSD2.1)
Gene Hoffman
(718) 390-3837

Manager, Habitability Assistance Branch (SSD3)
Vacant
(718) 390-3839

Contracts Group

Deputy Commander
Paul H. Feuer
(718) 390-3934

Assistant Deputy Commander
Vincent Ruggiero
(718) 390-3945

Acquisition Management Division (Contracts Group)

Contract Support Branch (CG1)
Manager
Alex Douvres
(718) 390-3525

System Wide Contracts Section

Supervisory Procurement Specialist
Anthony Acampora
(718) 390-3649

Procurement Specialist
Henry Link
(718) 390-3942

Procurement Specialist
Jennie Purpi
(718) 390-3946

Procurement Specialist
Leslie Gonzalez
(718) 390-3946

Procurement Specialist
Winona Frye
(718) 390-3946

Equipment Section

Supervisory Procurement Specialist
Lester Segarnick
(718) 390-3639

Procurement Specialist
Hilda Thomas
(718) 390-3940

Procurement Specialist
Helen Buscemi
(718) 390-3939

Procurement Specialist
Lou Becker
(718) 390-3940

Procurement Specialist
Lina Narduzzi
(718) 390-3946

Appropriated Fund Section

Supervisory Procurement Specialist
John Cucciniello
(718) 390-3938

Procurement Specialist
Robert Mullen
(718) 390-3937

Procurement Specialist
Fran Ferrari
(718) 390-3937

Contract Management Review Branch (CG2)
Manager
Kathleen Sutherland
(718) 390-3943

Supervisory Analyst
Jay Bernstein
(718) 390-3978

Contract Analyst
Tim Barden
(718) 390-3977

Contract Analyst
George Harris
(718) 390-3977

Contract Analyst
Irving Medetsky
(718) 390-3942

Administrative Support Branch (CG3)
Manager
Josephine Cerenzio
(718) 390-3944

Contracting Policy Branch (CG4)
Manager
Herb Friedland
(718) 390-3933

Procurement Analyst
Alexander Ricci
(718) 390-3932

Small Business Specialist
Ken Lucky
(718) 390-3673

Distribution Management Division

Director
Robert Byrd
(718) 390-3846/3526

Warehousing Branch (DMD1)
Manager
Michael G. Wovna
(718) 390-3949

Industrial Engineer
Peter Neff
(718) 390-3949/50/51

Distribution Specialist
Mike Medlin
(718) 390-3949/50/51

Distribution Specialist
Everett Cahn
(718) 390-3950

Distribution Specialist
Robert Pomaski
(718) 390-3950

Distribution Specialist
Sam Stevens
(718) 390-3950

Fashion Distribution Center, Bayonne, NJ
Distribution Manager
Richard J. Stone
(201) 437-8494/8495/8496

Traffic Branch (DMD2)
Manager
Arlene Ripp
(718) 390-3952

Assistant Traffic Manager
Edward Hinch
(718) 390-3954

Traffic Management Specialist
Helen Gonsiewski
(718) 390-3953

NAVRESSO Field Support Offices (Exchanges & Commissaries)

C.O. indicates Commanding Officer
XO indicates Executive Officer

NAVRESSO Field Support Office
Davisville
North Kingstown, RI 02852-0799
C.O.: CDR Bruce Rich
XO: LCDR Lynn Schindel
Robert McRoberts, *Exchange Operations Mgr.*
John Covach, *Commissary Operations Mgr.*
(401) 294-9541 (401) 295-8882

NAVRESSO Field Support Office
Mechanicsburg
Box 2050
Mechanicsburg, PA 17055-0791
C.O.: CAPT G. A. Mastrandre
XO: CDR M. E. Hamman
Roger McCormick, *Exchange Operations Mgr.*
Richard Page, *Commissary Operations Mgr.*
(717) 790-5863

NAVRESSO Field Support Office
Norfolk
P.O. Box 15037
Norfolk, VA 23511-0001
C.O.: CAPT Ross Hendricks
XO: CDR James Carbone
Howard Siegman, *Exchange Operations Mgr.*
Lyle Thomas, *Commissary Operations Mgr.*
(804) 440-2399

LMI

Lico Marketing, Inc.

Justinianstrasse 22
6000 Frankfurt am Main 1
West Germany
Telephone: (69)590061
Telefax: (69)595770
Telex: 414561 Lco d

Commissary and Exchange Representation . .
with Enthusiasm Throughout
Europe and the Mediterranean

NAVRESSO Field Support Office
Jacksonville
Naval Air Station, Box 13
Jacksonville, FL 32212
C.O.: CAPT J. W. Mitchell
XO: CDR Peter M. Davis
Bob McGinty, *Exchange Operations Mgr.*
Ken Jackson, *Commissary Operations Mgr.*
(904) 777-7075/7076/7077

NAVRESSO Field Support Office
San Diego
P.O. Box 150, Naval Station
San Diego, CA 92136-5150
C.O.: CAPT E. E. Auerbach
XO: CDR John Matthews
Joe Williams, *Exchange Operations Mgr.*
John Smekal, *Commissary Ops Mgr. (acting)*
(619) 237-5601/5602/5603

NAVRESSO Field Support Office
Oakland
Bldg. 310-5E, Naval Supply Center
Oakland, CA 94625-5025
C.O.: CAPT J. E. Kopp
XO: CDR Tom Chambers
Tom Quirk, *Exchange Operations Mgr.*
Paul Culver, *Commissary Operations Mgr.*
(415) 466-7020/7021

NAVRESSO Field Support Office
Auburn
2801 "C" St., S.W.
Auburn, WA 98001-7499
C.O.: CAPT Charles Ritzel
XO: LCDR K. S. Holtsclaw
Charles Healy, *Exchange Operations Mgr.*
Edward Dove, *Commissary Operations Mgr.*
(206) 931-7665/7666

Commissary Store Regions

Navy Resale Activity
United Kingdom
Box 46, FPO, NY 09510
OIC: LCDR Fred Spease, SC, USN
Telephone: 011-44-582-699170

Navy Resale Activity
Naval Air Station
Pensacola, FL 32508-7000
OIC: CDR Daniel Flahiff
(904) 455-0392
Manager, Operations
Terry Hall
(904) 452-6880

Navy Resale Activity
Naval Air Station
Corpus Christi, TX 78419
OIC: LCDR William Spicer
(512) 939-2033

Navy Resale Activity
Bldg. 2800
Naval Training Center
Great Lakes, IL 60088
OIC: CDR Ted Brooks
(312) 578-6101

Navy Resale Activity
Naval Support Activity
Naples, Italy
Mailing Address: FPO NY 09521
OIC: CDR William Wimett, SC, USN
Telephone: 011-39-81-760-3781

Navy Resale Activity
Navy Base
Box 7
Pearl Harbor, HI 96860
OIC: CAPT Richard Ketcham
(808) 422-9449

Navy Resale Activity
U.S. Naval Station
Subic Bay, Luzon
Republic of the Philippines
FPO San Francisco 96651
OIC: CDR Robert Griffin
Telephone: 011-63-89-882-9211

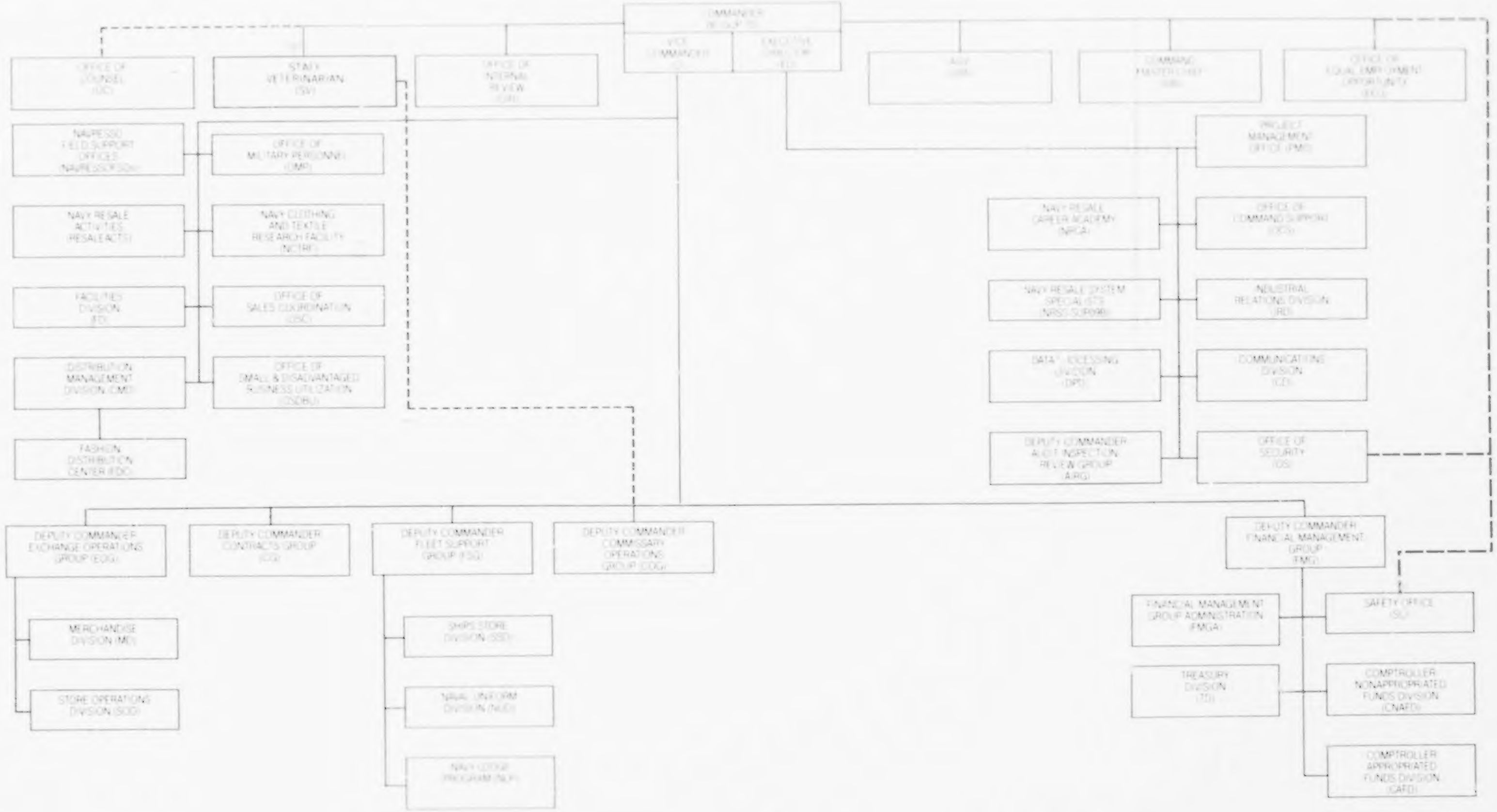
Navy Resale Activity
Yokosuka, Japan
Mailing Address: Fleet Activities, FPO Seattle 98762
OIC: CDR Dennis Achenbaugh
Telephone:
Overseas Operator 011-81-468-261-911

Navy Resale and Services Support Office FY86

Retail Departments	*Dept. Code*	*$ Sales*
Candy & Confections	A-1	$ 17,864,662
Tobacco & Smoking Accessories	A-2	102,027,719
Convenience Foods	A-4	53,983,267
Beverages (Beer and Soda)	A-6	67,545,825
Film & Accessories	A-7	9,940,020
Records & Tapes	A-8	26,725,923
Cameras & Photo Equipment	B-1	18,442,145
Housewares	B-2	17,338,966
Sporting Goods	B-3	19,318,071
Electrical Appliances	B-4	35,124,870
Consumer Electronics	B-5	126,482,202
Home Furnishings & Giftware	B-8	30,885,503
Furniture	B-9	23,350,242
Luggage & Leather Goods	C-1	11,618,211
Stationery	C-2	17,681,817
Party Goods & Greeting Cards	C-3	13,558,813
Hardware & Pet Supplies	C-4	20,411,876
Toys & Wheel Goods	C-5	25,222,366
Books & Periodicals	C-7	18,403,522
Auto Accessories	C-8	27,065,126
Garden Supplies & Outdoor Living	C-9	27,909,414
Toiletries & Drug	D-1	48,649,322
Jewelry	D-2	32,786,316
Household Supplies	D-3	18,340,035
Watches & Accessories	D-4	13,975,054
Fragrances & Cosmetics	D-5	23,532,033
Men's Wear & Accessories	E-2	76,376,212
Intimate Apparel	E-3	21,961,812
Domestics	E-4	20,482,579
Infants and Toddler's Wear	E-5	14,735,073
Family Shoes	E-7	24,257,696
Women's Ready to Wear	E-8	38,844,199
Fabrics & Sewing Accessories	F-2	1,943,255
Girls Wear	G-1	10,623,499
Boys Wear	G-2	10,359,434
Department Sales Adjustments*		
All "B" Departments	B-6	2,700,982
All "C" Departments	C-6	1,110,633
All "D" Departments	D-6	65,585
All "E" Departments	E-6	1,057,511
Misc. Retail Departments	E-9	3,483,491
Uniforms & Accessories	E-1	53,050,152
Total Retail		**$1,129,235,433**
Service Departments	*Dept. Code*	
Barber Shops	J-1	11,258,677
Beauty Shops	J-2	3,688,913
Gasoline/Fuel	J-3	93,413,063
Auto Services & Labor	J-5	7,115,121
Optical	K-2	8,387,130
Flower Shops	K-3	7,974,868
Food Service	K-4	84,230,986
Retail Clothing (Uniforms)	L-1	20,810,577
Laundry Dry Cleaning	M-1	18,504,541
Personalized Services	M-2	39,303,579
Vending Machines	M-3	77,423,785
Total Services		**$372,111,243**
Navy Lodges		**$11,666,988**
Concessionaire Sales		$123,544,330
Ships Stores Sales		
Ships Stores		94,802,671
Drink Vending Machines		21,639,122
Amusement Vending Machines		1,029,232
Total Ships Stores		**$ 117,471,025**
Clothing (Uniforms)		681,329
Total Worldwide		**$1,754,710,348**

*Represents sales that were rung up by smaller exchanges without a key for each department.

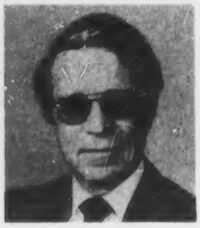
NAVY RESALE AND SERVICES SUPPORT OFFICE (NAVRESSO)


COMMANDER
VICE COMMANDER
EXECUTIVE DIRECTOR (ED)
AIDE
COMMAND MASTER CHIEF
OFFICE OF EQUAL EMPLOYMENT OPPORTUNITY
OFFICE OF COUNSEL (OC)
STAFF VETERINARIAN (SV)
OFFICE OF INTERNAL REVIEW
NAVRESSO FIELD SUPPORT OFFICES (NAVRESSOFSOs)
OFFICE OF MILITARY PERSONNEL (OMP)
NAVY RESALE ACTIVITIES (RESALEACTS)
NAVY CLOTHING AND TEXTILE RESEARCH FACILITY (NCTRF)
FACILITIES DIVISION (FD)
OFFICE OF SALES COORDINATION (OSC)
DISTRIBUTION MANAGEMENT DIVISION (DMD)
OFFICE OF SMALL & DISADVANTAGED BUSINESS UTILIZATION (OSDBU)
FASHION DISTRIBUTION CENTER (FDC)
PROJECT MANAGEMENT OFFICE (PMO)
NAVY RESALE CAREER ACADEMY (NRCA)
OFFICE OF COMMAND SUPPORT (OCS)
NAVY RESALE SYSTEM SPECIALISTS (NRSS SUP098)
INDUSTRIAL RELATIONS DIVISION (IRD)
DATA PROCESSING DIVISION (DPD)
COMMUNICATIONS DIVISION (CD)
DEPUTY COMMANDER AUDIT INSPECTION REVIEW GROUP (AIRG)
OFFICE OF SECURITY (OS)
DEPUTY COMMANDER EXCHANGE OPERATIONS GROUP (EOG)
DEPUTY COMMANDER CONTRACTS GROUP (CG)
DEPUTY COMMANDER FLEET SUPPORT GROUP (FSG)
DEPUTY COMMANDER COMMISSARY OPERATIONS GROUP (COG)
DEPUTY COMMANDER FINANCIAL MANAGEMENT GROUP (FMG)
MERCHANDISE DIVISION (MD)
STORE OPERATIONS DIVISION (SOD)
SHIPS STORE DIVISION (SSD)
NAVAL UNIFORM DIVISION (NUD)
NAVY LODGE PROGRAM (NLP)
FINANCIAL MANAGEMENT GROUP ADMINISTRATION (FMGA)
SAFETY OFFICE (SO)
TREASURY DIVISION (TD)
COMPTROLLER NONAPPROPRIATED FUNDS DIVISION (CNAFD)
COMPTROLLER APPROPRIATED FUNDS DIVISION (CAFD)

US ARMY TROOP SUPPORT AGENCY (TSA)

Bldg. P-12400
Ft. Lee, VA 23801-6020
Phone: (804) 734-3600/Autovon 687-3600
Commander: Brigadier General James S. Hayes, USA

BG Hayes



Charles Fulmore

Key Headquarters Personnel

Commander
BG James S. Hayes, USA
(804) 734-3600

Deputy to the Commander (Commissary Service)
Charles E. Fulmore
(804) 734-1600

Command Sergeant Major
CSM Harold L. McGaugh, USA
(804) 734-4816

Chief of Staff
COL Oran F. McLemore, USA
(804) 734-2202

Personal/Special Staff

Headquarters Detachment
CPT Schuyler D. Wires
(804) 734-4816

Aide-de-Camp
1LT Edward C. Jordan
(804) 734-2856

Inspector General
COL Robert T. Brafford
(804) 734-3437

Chief/Acquisition Management Office
Crosby H. Johnson
(804) 734-3263

Vet Staff Officer
COL James E. Sims
(804) 734-2867

Public Affairs Officer
Florence I. Dunn
(804) 734-3060

Chief/Internal Review Office
Ben E. Mikell
(804) 734-2347

Equal Employment Manager/Equal Opportunity Officer
James A. Canady, Sr.
(804) 734-1846

Reserve Component Support Office
CW3 William H. Mixon
(804) 734-3265

Joint Technical Staff, Army Rep/Natick R&D Center
MAJ Steven D. Auerbach
(617) 651-4921

TSA Defense Personnel Support Center Liaison Officer
MAJ Michael J. Dowling
(215) 952-4251

Directorate of Commissary Operations

Director/Commissary Operations
Hugh M. Hodges, Jr.
(804) 734-1742

Deputy Director/Commissary Operations
MAJ Thomas C. Shaffer
(804) 734-1548

Chief/Program Analysis Division
Charles K. Franciscus
(804) 734-4268

Chief/Operations Division
Austin K. Smith
(804) 734-1731

Chief, Merchandising/Marketing Branch
Vacant
(804) 734-2410

Chief/Plans Division
Paul W. McCarthy
(804) 734-4248

Directorate of Resource Management

Director/Resource Management
Rosemary H. Buettner
(804) 734-2652

Deputy Director/Resource Management
Gary G. Lutz
(804) 734-1335

Chief/Productivity Improvement Division
Wayne J. Correia
(804) 734-1855

Chief/Accounting and Finance Division
Ann P. Andrews
(804) 734-3348

Chief/Budget Division
Frances F. Fleming
(804) 734-3358

Directorate of Food Service

Director/Food Service
COL David D. Dee, USA
(804) 734-3145

Deputy Director/Food Service
Mark E. McCormack
(804) 734-2555

Chief/Dietary Program Division
Alice V. Skinner
(804) 734-3951

Chief/Troop Subsistence Division
Vacant
(804) 734-4147

Chief/Food Management Assistance Team Division
LTC Richard W. Gates, Jr.
(804) 734-2511

Chief/Troop Food Service Division
LTC Frank Isom, Jr.
(804) 734-1868

Directorate of Clothing and Services

Director/Clothing and Services
John W. Jones
(804) 734-2463

Chief/Laundry and Dry Cleaning Division
Claude T. Rudd
(804) 734-3713

Chief/Clothing and Individual Equipment Division
W. Douglas Temple
(804) 734-1533

Directorate of Engineering and Materiel

Director/Engineering and Materiel
COL John P. Ratcliffe, USA
(804) 734-2426

Deputy Director/Engineering and Material
Marvin X. Beck
(804) 734-2426

Chief/Engineering Design Division
John D. Figuieras
(804) 734-1643

Chief/Facilities and Materiel Management Division
David H. Freedman
(804) 734-3216

Directorate of Information Systems

Director/Systems Automation
COL Stephen L. Weisel, USA
(804) 734-1951

Deputy Director/Systems Automation
James R. Austin
(804) 734-2247

Chief/Systems Management Division
LTC Thomas E. Thompson
(804) 734-4223

Chief/Systems Support Division
J. Dolores Klepper
(804) 734-2247

Directorate of Personnel, Training and Administration

Director/Personnel, Training and Administration
LTC Harry O. Patteson, Jr.
(804) 734-1242

Chief/Administrative and Services Division
Charles V. Riddick
(804) 734-4168

Chief/Civilian Personnel Division
Winfred L. Hasty, III
(804) 734-1333

TSA Buying Procedures

National and regional brand name items sold in Army commissaries are selected at the Commissary Region level, based on criteria established by the individual Regions. Companies desiring to introduce new items available on a national or regional basis may make presentations to TSA Headquarters, the Regional headquarters or to the individual commissaries. Local items available only for specific commissaries may be selected for stockage at the commissary level. Presentation of local items should be made directly to the individual commissaries concerned.

National brand name items selected for stockage and available under Defense Personnel Support Center Brand Name Supply Bulletin Contracts are obtained through Blanket Delivery Orders issued by TSA Regions. The Blanket Delivery Order sets forth terms and conditions for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

Items obtained based on a purchase description such as bread, milk and eggs are ordered from competitive Requirements Type Contracts established by the DPSC.

Items which are not available from DPSC's Supply Bulletins or competitive contracts are obtained from Blanket Purchase Agreements established by the Regions. These agreements are set up with companies who have the capability of furnishing the selected products to the commissaries concerned. The agreements provide for individuals at the commissary level to place oral orders for items on an "as-needed" basis.

TSA Commissary Regions

Southeast Commissary Region

Ft. Lee, VA 23801-6025
(804) 734-4666

Director
Cecil E. Saunders
(804) 734-4492

Deputy Director
Cecil J. Boggs, Jr.
(804) 734-4666

Chief/Logistics Management Division
Frank Warner
(804) 734-4910

Chief/Resource Management Division
Mary Atwater
(804) 734-2234

Chief/Accounting Branch
Louise Wilson
(804) 734-2297

Chief/Contracting Division
Patsy Christopher
(804) 734-3834

Chief/Management Information Systems Division
Leonard Devier (acting)
(804) 734-4463

Chief/Operations Division
Owen C. Boutelle
(804) 734-1166

Chief/Operations Branch
Tom Kiefer
(804) 734-3448

Chief/Support Branch
George Henry
(804) 734-2236

Chief/Merchandising Branch
Alvin Lipton
(804) 734-2236

Northeast Commissary Region

Fort George G. Meade, MD 20755-5220
(301) 677-5689

Director
Roy H. Ballinger
(301) 677-5689

Deputy Director
Jacques B. Loraine, Jr.
(301) 677-4932

Chief/Resource Management Division
F. R. Verrier
(301) 677-5415

Chief/Accounting Branch
Cephas D. Thornton
(301) 677-4775

Chief/Contracting Division
Lavern S. Godard
(301) 677-4411

Chief/Management Information Systems Division
Bernard H. Koester
(301) 677-5462

Chief/Operations Division
Charles R. Leslie
(301) 677-4958

Chief/Merchandising & Management Division
Mary J. Anderson (acting)
(301) 677-5337

Chief/Operations & Services Branch
Paul Rhodes
(301) 677-4958

Chief/Store Support Branch
Fred R. Jackson
(301) 677-4958

Chief/Logistics Management Division
Linda R. Kadlub
(301) 677-3893

Midwest Commissary Region

Fort Sam Houston, TX 78234-5000
(512) 221-2167

Director
William D. Smith
(512) 221-5684

Deputy Director
Ronald E. Renaud
(512) 221-6190

Chief/Contracting Division
Juandelle (Jaye) Goacher
(512) 221-2167

Chief/Resource Management Division
M. Lee Tredway
(512) 221-6290

Chief/Accounting Branch
Hortense Jackson
(512) 221-6195

Chief/Information Systems Division
John Loughlin
(512) 221-5398

Chief/Operations Division
Jim Davidson
(512) 221-6488

Chief/Operations & Services Branch
Bob Cross
(512) 221-6793

Chief/Support Branch
MAJ Ronald Colbeck
(512) 221-6488

Chief/Logistics Management Division
Arlis Olson
(512) 221-6496

Chief/Merchandising Branch Division
Jerry Brazil
(512) 221-5096

Western Commissary Region

Fort Lewis, WA 98433-5000
Phone: (206) 967-3364

Commander
COL Charles M. Wiker, USA
(206) 967-3364

Deputy to the Commander
John D. Rose
(206) 967-3364

Chief/Logistics Management Division
Gloria Ellis
(206) 967-5352

Chief/Resource Management Division
Vacant
(206) 967-4572

Chief/Contracting Division
Hildegard Choate
(206) 967-4660

Chief/Information Systems Division
Ronald Greening
(206) 967-3671

Chief/Operations Division
Delmar V. Craig
(206) 967-2843

Chief/Merchandise Management Branch
David Warnke
(206) 967-2838

Chief/Operations Branch
Charles D. Stoebner
(206) 967-2838

U.S. Army Troop Support Agency

Chief/Support Branch
Garner Thomas
(206) 967-2838

European Commissary Region

APO New York 09052-4365
Zweibruecken, Germany
Phone:
Zweibruecken Military
(06332-86 + extension)

Commander
COL Neil W. Meoni, USA
x7192

Deputy to the Commander
Dennis A. Syracuse
x6515

Chief/Resource Management Division
Marie Holloway
x7221

Chief/Accounting Branch
Vacant
x6238

Civilian Personnel Advisor
Patricia S. Pearson
x7228

Chief/Logistics Management Division
LTC David Seaberg
x8337

Public Affairs Officer
Denise M. Gomes
x7189

Chief/Office of Administration Services
Paula Miller
x6411

Chief/Office of Internal Audit
Roland H. Perry
x6510

Chief/Budget Branch
Kenneth L. Littlepage
x6238

Chief/Management Analysis Branch
Jeanne A. Taylor
x6646

Assistant Chief/Logistics Management Division
Margaret DeHaven
x8337

Chief/Inventory Management Branch
David L. Tindall
x8337

Chief/Merchandise Management Branch
Richard Walker
x8337

Chief/Distribution Management Branch
Donald A. Abbott
x8337

Chief/Equipment Management Branch
Timothy J. Stidhams
x7366/6540

Chief/Commissary Operations Division
Edward F. Wenglowski
x6515

Chief/Plans and Operations Branch
Douglas T. Sakuma
x6476

Sanitarian
CWO2 Paul D. Taylor
x6476

Safety & Security Specialist
James H. Black
x6476

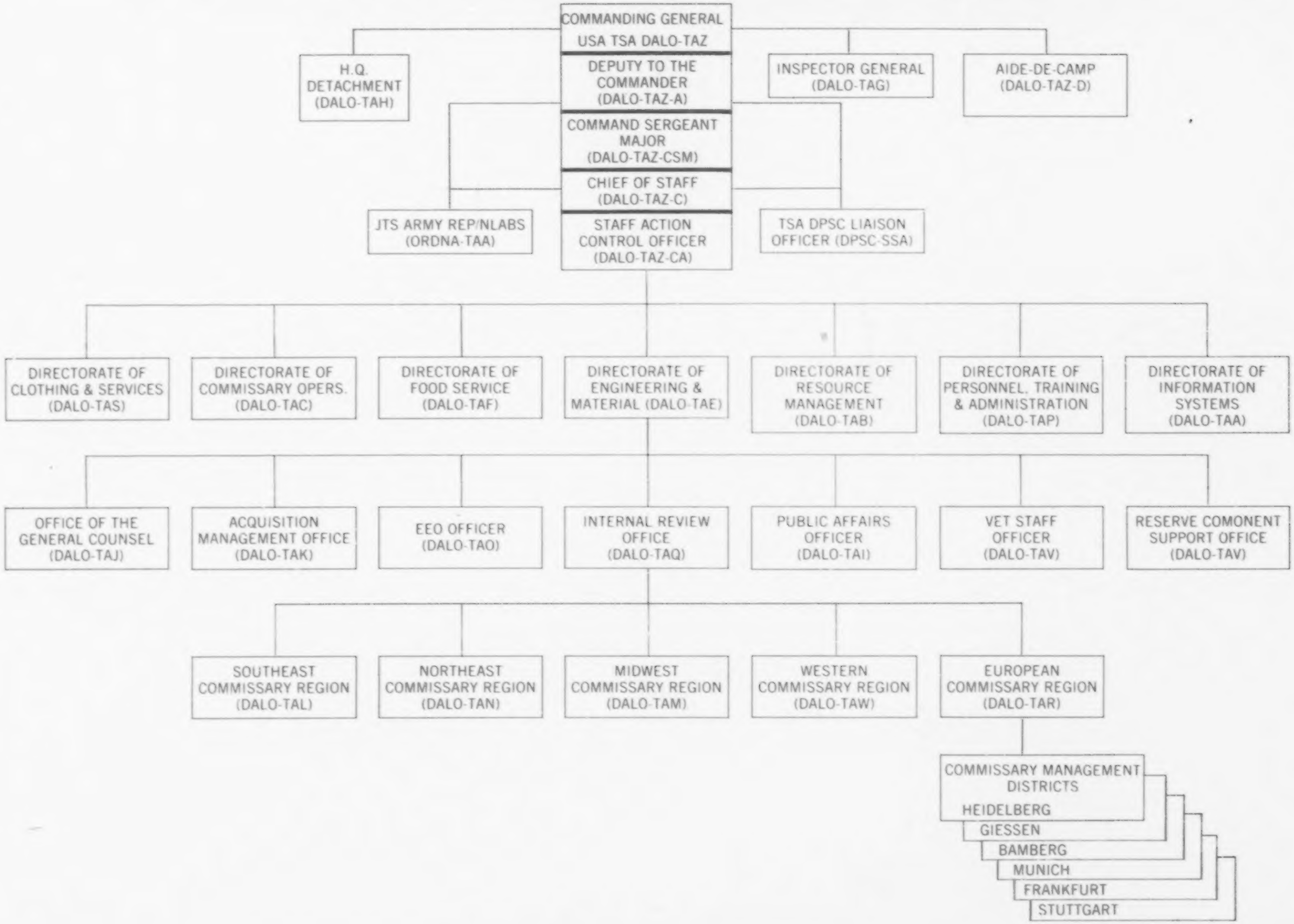
Chief/Management Information Systems Division
MAJ Russell A. Olsen
x6497

Chief/Engineering and Design Division
William E. Fallon
x6476

Army Commissary Sales

	Grocery	Meat	Produce	Total
FY80	$ 991,746,296	$257,653,236	$57,799,913	$1,307,199,445
FY81	1,086,715,268	274,544,491	64,971,540	1,426,241,299
FY82	1,151,424,429	281,939,767	67,920,681	1,501,284,877
FY83	1,216,401,995	273,193,907	65,660,654	1,555,256,556
FY84	1,256,697,419	263,381,145	69,896,468	1,589,975,032
FY85	1,299,157,503	207,497,920	66,992,174	1,573,647,597
FY86	1,342,429,963	227,454,754	73,405,074	1,643,289,791

U.S. ARMY TROOP SUPPORT AGENCY


COMMANDING GENERAL USA TSA DALO-TAZ
DEPUTY TO THE COMMANDER (DALO-TAZ-A)
COMMAND SERGEANT MAJOR (DALO-TAZ-CSM)
CHIEF OF STAFF (DALO-TAZ-C)
STAFF ACTION CONTROL OFFICER (DALO-TAZ-CA)
H.Q. DETACHMENT (DALO-TAH)
INSPECTOR GENERAL (DALO-TAG)
AIDE-DE-CAMP (DALO-TAZ-D)
JTS ARMY REP/NLABS (ORDNA-TAA)
TSA DPSC LIAISON OFFICER (DPSC-SSA)
DIRECTORATE OF CLOTHING & SERVICES (DALO-TAS)
DIRECTORATE OF COMMISSARY OPERS. (DALO-TAC)
DIRECTORATE OF FOOD SERVICE (DALO-TAF)
DIRECTORATE OF ENGINEERING & MATERIAL (DALO-TAE)
DIRECTORATE OF RESOURCE MANAGEMENT (DALO-TAB)
DIRECTORATE OF PERSONNEL, TRAINING & ADMINISTRATION (DALO-TAP)
DIRECTORATE OF INFORMATION SYSTEMS (DALO-TAA)
OFFICE OF THE GENERAL COUNSEL (DALO-TAJ)
ACQUISITION MANAGEMENT OFFICE (DALO-TAK)
EEO OFFICER (DALO-TAO)
INTERNAL REVIEW OFFICE (DALO-TAQ)
PUBLIC AFFAIRS OFFICER (DALO-TAI)
VET STAFF OFFICER (DALO-TAV)
RESERVE COMONENT SUPPORT OFFICE (DALO-TAV)
SOUTHEAST COMMISSARY REGION (DALO-TAL)
NORTHEAST COMMISSARY REGION (DALO-TAN)
MIDWEST COMMISSARY REGION (DALO-TAM)
WESTERN COMMISSARY REGION (DALO-TAW)
EUROPEAN COMMISSARY REGION (DALO-TAR)
COMMISSARY MANAGEMENT DISTRICTS
HEIDELBERG
GIESSEN
BAMBERG
MUNICH
FRANKFURT
STUTTGART

U.S. COAST GUARD (RESALE AND SUBSISTENCE DIVISION)

Address:
Commandant
U.S. Coast Guard (G-FRS)
Washington, D.C. 20593
Phone: (202) 267-0726
Chief, Resale and Subsistence Division: Commander Roy Cook, USCG

CDR Cook

Key Personnel

Chief, Resale and Subsistence Division
CDR Roy Cook, USCG
(202) 267-0726

Assistant Chief, Resale and Subsistence Division
Mark E. Carscallen
(202) 267-0727

Program Analyst
Ralph J. Driscoll
(202) 267-0729

Buying Procedures

The Coast Guard Resale System operates under a decentralized management concept. Each unit has its own centralized nonappropriated fund activity (NAFA) administrative office to manage all exchange activities and package stores at that unit. Coast Guard headquarters does not maintain detailed information about the various activities of each unit NAFA; therefore, specific inquiries in this regard should be addressed directly to individual units.

Although Coast Guard exchanges, clubs and package stores observe the item, price, and cost limitations imposed on their equivalents within the Department of Defense, they are free to purchase merchandise from any legal source at the best price. Usually the same price agreements with the Navy Resale and Services Support Office or the Army and Air Force Exchange Service are available to the Coast Guard. Many of the larger Coast Guard units subscribe to the Navy price agreement bulletins (PABs).

Coast Guard headquarters also gives administrative support to two appropriated fund commissary stores at Governors Island, NY and Kodiak, AK. When DPSC or local contracts are available, procurement for commissary activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determination as to local source procurement is made on the approval of the Coast Guard District Contract Officer.

In addition, the Resale and Subsistence Division provides support to Coast Guard appropriated fund military uniform stores.

Nonappropriated Fund Activities & NAFA Officers

First Coast Guard District

USCG Air Station Cape Cod
Otis AFB, MA 02542
LTJG Tim Brown, USCG
(617) 968-5635

USCG Support Center Boston
427 Commercial Street
Boston, MA 02109
CWO Ken Gibbs, USCG
(617) 565-9130

USCG Base
259 High Street
South Portland, ME 04106
CWO Tom Bussiere, USCG
(203) 799-5530

Third Coast Guard District

USCG Support Center New York
Governors Island
New York, NY 10004
LCDR Charles McCarthy, USCG
(212) 668-7354

USCG Air Station
Floyd Bennett Field
Brooklyn, NY 11234
CWO C. Newton, USCG
(212) 615-2465

Fifth Coast Guard District

USCG Support Center Elizabeth City
Elizabeth City, NC 27909
CWO Ed Reecely, USCG
(919) 335-6471

USCG Support Center
4000 Coast Guard Blvd.
Portsmouth, VA 23703
CWO S. Brooks, USCG
(804) 483-8612

Seventh Coast Guard District

USCG Base San Juan
P.O. Box S2029
San Juan, PR 00903
Mr. Wilfredo Leon
(809) 725-5671

USCG Base Miami Beach
100 MacArthur Causeway
Miami Beach, FL 33139
CWO John Sparrow, USCG
(305) 672-7443

USCG Group St. Petersburg
600 Eighth Avenue, SE
St. Petersburg, FL 33701
CWO Tom Ballard, USCG
(813) 823-1328

USCG Air Station Borinquen
Aquadilla, PR 00604
LCDR Richardson
(809) 890-3127

USCG Air Station Miami
Opa Locka Airport
Opa Locka, FL 33054
CWO Jim Bandhaver, USCG
(305) 681-3591

Eighth Coast Guard District

USCG Base Mobile
Bldg. 101 Brookley Complex
Mobile, AL 36615
CWO Robert Brickwedde, USCG
(205) 690-2240

Ninth Coast Guard District

Ninth Coast Guard District
13920 West Parkway
Cleveland, OH 44135
CWO Bob Venables, USCG
(216) 522-4436

USCG Air Station
Traverse City, MI 49684
Lt. John Glen, USCG
(616) 922-8288

Thirteenth Coast Guard District

USCG Support Center
1519 Alaska Way South
Seattle, WA 98134
CWO William Holt, USCG
(206) 587-0307

USCG Group Astoria
Box 950, Route 1
Warrenton, OR 97146
CWO W. Carnegie, USCG
(503) 325-0108

USCG Air Station
2000 Connecticut Avenue
North Bend, OR 97459
CWO J. Huard, USCG
(503) 269-3264

USCG Air Station
Port Angeles, WA 99362
CWO Maurice Gardner, USCG
(206) 457-4401/ext. 264

Fourteenth Coast Guard District

USCG Base
P.O. Box 499
Honolulu, Oahu, HI 96809
LTJG Joe Kuhl, USCG
(808) 546-2469

Seventeenth Coast Guard District

USCG Support Center
Kodiak, AK 99619
LT Ronald Johnson, USCG
(907) 487-5353

Headquarters Units

USCG Academy
New London, CT 06320
LT John Kress, USCG
(203) 444-8444/ext. 540

USCG ATC Mobile
Mobile, AL 36608
LT Jim McKnight, USCG
(205) 694-6394

USCG TRACEN Petaluma
Petaluma, CA 94952
CWO Pat Wills, USCG
(707) 765-7244

USCG Reserve Training Center
Yorktown, VA 23690
LCDR Lynn Hayes, USCG
FTS 827-2011

USCG Training Center
Alameda, CA 94501
CWO S. Shetler, USCG
(415) 273-6181

Coast Guard Commissary Stores

USCG Support Center
P.O. Box 14
Kodiak, AK 99619
Manager: Mr. Dennis Fish
(907) 487-5209
FY86 Sales: $3,685,100

Coast Guard NAFA Sales
FY82–FY86

NAF Activity	FY82	FY83	FY84	FY85	FY86
Exchanges	$49,824,000	$ 55,000,000	$ 52,443,000	$ 53,049,073	$ 60,572,639
Clubs	4,950,000	2,500,000	3,275,000	2,627,061	4,355,183
Package Stores	16,550,000	17,000,000	16,442,000	18,267,429	16,848,186
Grocery Stores	22,400,000	22,000,000	20,209,000	19,446,872	16,941,538
Direct Vending/Services	—	9,800,000	8,931,000	9,871,143	5,755,717
Total	**$93,724,000**	**$106,300,000**	**$101,300,000**	**$103,270,578**	**$104,473,263**

Note: Direct vending and services sales data for FY82–FY86 is excluded for summary purposes.

U.S. COAST GUARD (SUBSISTENCE MANAGEMENT SECTION)

Commandant (G-FPS-2)
U.S. Coast Guard
Washington, D.C. 20593-0001
Location:
2100 Second Street, S.W.
Washington, D.C. 20593-0001
Phone: (202) 267-2557
Chief, Subsistence Management Section: LCDR D. Van Riper, USCG

LCDR Van Riper

Key Personnel
Subsistence Management Section

Chief
LCDR Drew Van Riper, USCG
(202) 267-1184

Assistant Chief
CWO Pat Shea, USCG
(202) 267-2556

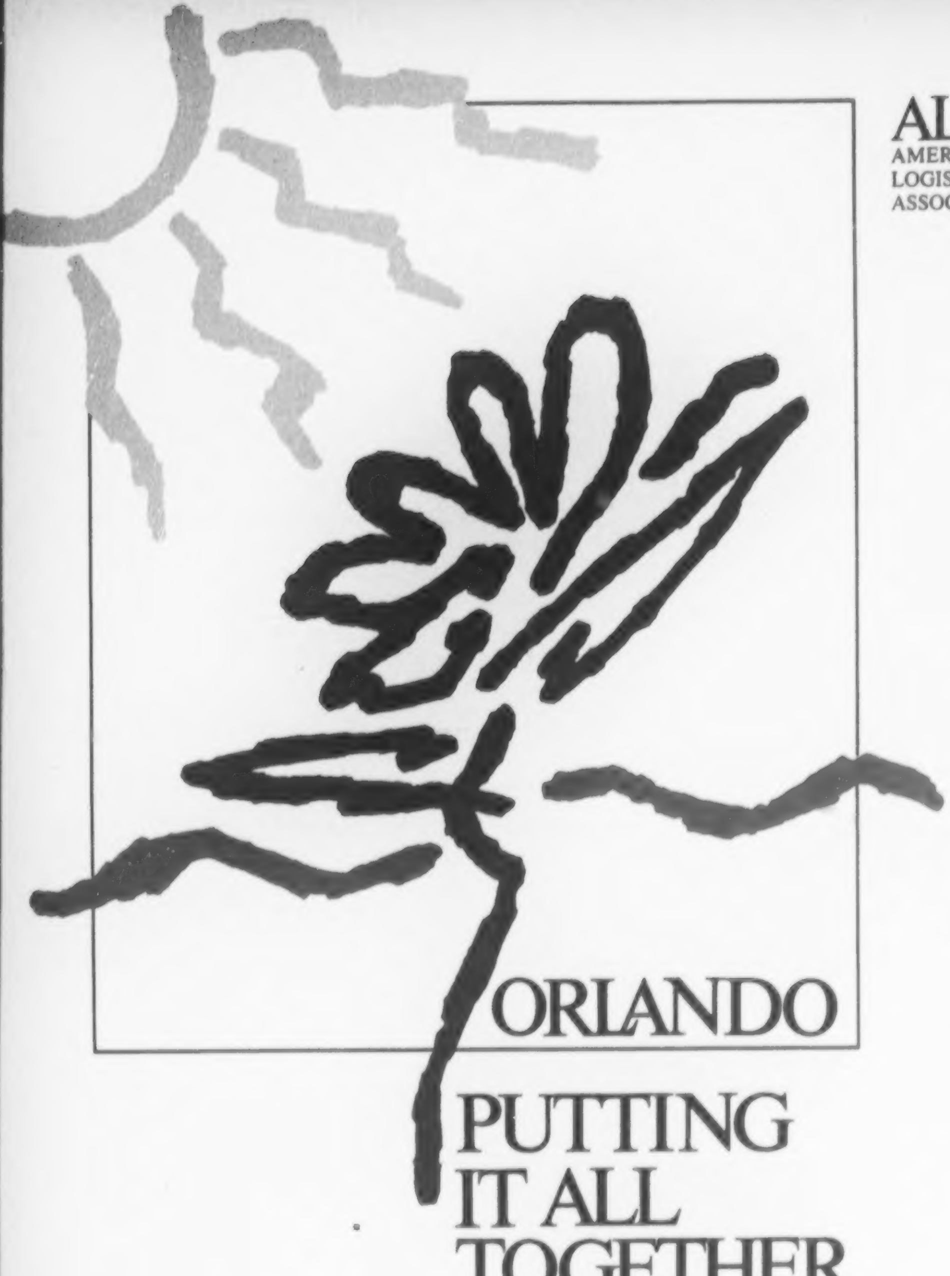
Coast Guard Dining Facility Analyst
SSCS Leo Cachuela, USCG
(202) 267-2557

Coast Guard Dining Facility Analyst
SSCS Rudy Tarr, USCG
(202) 267-2557

Buying Procedures

The Coast Guard Subsistence Management Section gives headquarters administrative support to some 405 Coast Guard dining facilities worldwide. The Subsistence Management Section operates under a centralized management concept from Coast Guard headquarters. Coast Guard Headquarters maintains detailed information about the various activities of each unit.

When DPSC or local contracts are available procurement for subsistence and food service activities is accomplished through that system. In their absence, however, procurement is made from approved local sources. Final determinations as to local source procurement are made on the approval of the Coast Guard District Contract Officer.



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AMERICAN
LOGISTICS
ASSOCIATION

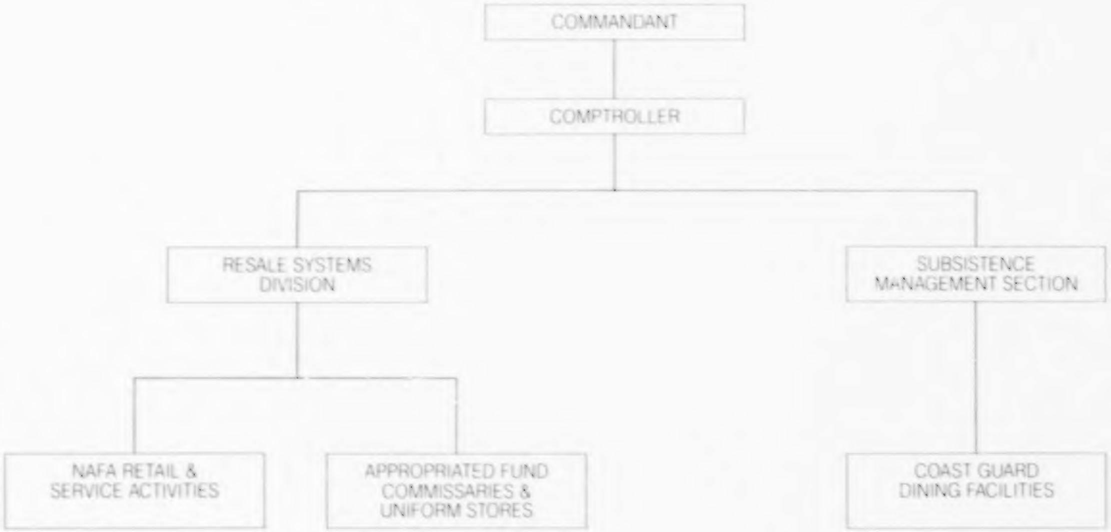
ORLANDO

PUTTING
IT ALL
TOGETHER

MARRIOTT'S ORLANDO
WORLD CENTER
NOVEMBER 1-4, 1987
ORLANDO, FLORIDA

Join Us!
for ALA's 40th Annual Convention

U.S. COAST GUARD


COMMANDANT
COMPTROLLER
RESALE SYSTEMS DIVISION
SUBSISTENCE MANAGEMENT SECTION
NAFA RETAIL & SERVICE ACTIVITIES
APPROPRIATED FUND COMMISSARIES & UNIFORM STORES
COAST GUARD DINING FACILITIES

U.S. MARINE CORPS (COMMISSARY SERVICE BRANCH)

Location: Commonwealth Bldg., Room 672
1300 Wilson Blvd., Arlington (Rosslyn), VA
Mailing Address: Hqrts., U.S. Marine Corps,
Code LFS-1, Washington, D.C. 20380
Telephone: (202) 694-8616

BGen Downs

Robert Oliver

Joseph Jeu

Key Personnel

Director, Facilities and Services Division
BGen Michael P. Downs, USMC
(202) 694-2588

Head, Services Branch
Robert J. Oliver
(202) 694-2571

Commissary Program Manager
Joseph H. Jeu
(202) 694-8616

Program Analyst
Pamela Pervier LaRue
(202) 694-8616

Buying Procedures

Item selection and procurement are done at the complex level and are restricted to most food items and non-food items in the categories of Health and Beauty Aids, Household Supplies, and Pet Foods. Vendors who are interested in marketing their products in Marine Corps commissaries are encouraged to contact the East and West Coast Commissary Complex offices. Purchasing of authorized items is based upon anticipated customer demand, price and quality. Any individual or vendor may continue to forward descriptive literature and price information to the individual commissaries for consideration.

Sales Promotions: Marine Corps commissaries are prepared to participate in all seasonal, holiday and unplanned promotional campaigns offered by vendors at any time so the commissary patron may benefit from the reduced prices throughout the year.

West Coast Commissary Complex Distribution Center & Stores Served

West Coast Commissary Complex
Marine Corps Air Station
El Toro, CA 92709
Complex Director: Richard Majeski
(714) 651-2124/2140

Commissary Store
Marine Corps Air Station
El Toro, CA 92709
Manager: Joseph (Rocky) Jones
(714) 651-3748

Commissary Store (San Onofre)
Marine Corps Base
Camp Pendleton, CA 92055
Manager: Alvin (Al) Lopez
(619) 725-7903

Commissary Store
Marine Corps Base
Camp Pendleton, CA 92055
Manager: James (Jim) Harrison
(619) 725-3819

Commissary Store
Marine Corps Logistics Base
Barstow, CA 92311
Manager: Ivone (Chuck) Roberts
(619) 577-6403

Commissary Store
Marine Corps Air-Ground Combat Center
Twentynine Palms, CA 92278
Manager: Don Gibson
(619) 368-6606

Commissary Store
Marine Corps Air Station
Yuma, AZ 85364
Manager: Don Evans
(602) 726-2245

Commissary Store
Marine Corps Air Station
Kaneohe Bay, HI 96863
Manager: Harlan Kurisu
(808) 261-4681

Commissary Store
Marine Corps Air Station
(Iwakuni, Japan)
FPO Seattle 98764
Manager: Rod Prouty
O/S Operator: (0827) 21-4171

East Coast Complex Distribution Center & Stores Served

East Coast Commissary Complex
Marine Corps Base
Camp Lejeune, NC 28542
Complex Director: Lewis Stroud
(919) 451-5923

Commissary Store
Marine Corps Base (Tarawa Terrace)
Camp Lejeune, NC 28542
Manager: Merwin Marshburn
(919) 451-2074

Commissary Store
Marine Corps Recruit Depot
Parris Island, SC 29905
Manager: Wally Cole
(801) 525-2239

Commissary Store
Marine Corps Base (Hadnot Point)
Camp Lejeune, NC 28542
Manager: Gerald Timon (Acting)
(919) 451-2172

Commissary Store
Marine Corps Air Station (H), New River
Jacksonville, NC 28545
Manager: David Wiggins
(919) 455-6395

Commissary Store
Marine Corps Air Station
Cherry Point, NC 28533
Manager: Phil Recchia
(919) 447-2061

Commissary Store
Marine Corps Logistics Base
Albany, GA 31704
Manager: Charles Batchelor
(912) 435-5258

Commissary Store
Marine Corps Development & Education Command
Quantico, VA 22134
Manager: Vacant
(703) 640-2476

Marine Commissary Sales ($ In Millions)

FY	Sales	% Increase
80	108.0	—
81	119.9	11.0
82	125.5	4.7
83	132.8	5.8
84	151.0	13.7
85	162.2	7.7
86	164.9	1.3

U.S. MARINE CORPS (EXCHANGE SERVICE BRANCH)

Location: Bldg. #3044, Marine Corps Base, Quantico, VA
Mailing Address: Marine Corps Exchange Service
P.O. Box 1834, Quantico, VA 22134-0834
Phone: (703) 640-6156
Head: Lieutenant Colonel Thomas Loughlin, USMC

Lt. Col. Loughlin

Carl Land

Key Personnel

Head
Lt. Col. Thomas Loughlin, USMC
(703) 640-6156

Assistant Head
Carlton E. Land
(703) 640-6156

Operations Officer
Capt. William Ward
(703) 640-6156

Administrative Assistant to the Operations Officer
Mary Raines
(703) 640-6156

Coordinator, Military Clothing Sales
Corinne Rosema
(703) 640-6156

Chief Auditor
Eugene W. Houser
(703) 640-6156

Personnel Officer
Richard Lee
(703) 640-6156

Training Specialist
Sam Pitts
(703) 640-6156

Controller
Devon Mogan
(703) 640-6156

Administration Officer
Raymond J. Glodowski
(703) 640-6156

Data Processing Manager
Vic Culp
(703) 640-6156

Management Information Systems
Howard Watson
(703) 640-6156

Buying Procedures

There is only one way of doing business with the Marine Corps Exchange system and that is to deal directly with each individual exchange. The Marine Corps operates a decentralized system in which each exchange is the responsibility of the local installation commander.

Categories of merchandise and price limitations on merchandise sold by Marine Corps exchanges in CONUS are established by the Armed Services Exchange Regulations and approved by Congress. These limitations do not apply to overseas exchanges. Purchasing of authorized items is based upon customer demand at the local exchange level. Any individual or vendor may contact the exchange for an appointment or may forward descriptive information and prices to the exchange for consideration.

Exchange Stores & Managers Domestic

Marine Corps Base
Camp Pendleton, CA 92055-5003
Lt. Col. Ben W. King, USMC
(619) 725-6233

Marine Corps Base
Camp Lejeune, NC 28542-5003
Lt. Col. Dorsey Robinson, USMC
(919) 451-2481

Marine Corps Air Station
El Toro
Santa Ana, CA 92709-5003
Maj. Ralph Diaz, USMC
(714) 551-6532

Marine Corps Development and Education Command
Quantico, VA 22134-0229
Capt. Alford LaPorte, USMC
(703) 640-7171

Marine Corps Recruit Depot
San Diego, CA 92140-5003
Jerry Falco
(619) 297-2500

Marine Corps Recruit Depot
Parris Island, SC 29905-5003
Maj. Gerald Schoppe, USMC
(803) 525-3301

Marine Corps Air Ground Combat Center
Twentynine Palms, CA 92278-5003
Lt. Carson Dykes, USMC
(619) 368-6163

Marine Corps Air Station
Cherry Point, NC 28533-5003
Capt. Mike B. Hayes, USMC
(919) 447-4223

Headquarters Battalion, HQMC
Henderson Hall
Arlington, VA 22214-5003
Maj. Mary L. Hicks, USMC
(703) 979-8420

Marine Corps Air Station
Yuma, AZ 85364-5003
Lt. Walter Gillies, USMC
(602) 726-2363

Camp Elmore
U.S. Marine Corps
Norfolk, VA 23511-5003
Lt. Billy E. Athey, USMC
(804) 423-1187

Marine Corps Logistics Base
Albany, GA 31704-5003
Lt. Richard L. French, USMC
(912) 888-6801

Marine Corps Logistics Base
Barstow, CA 92311-5003
Lt. Gregory Wheat, USMC
(619) 256-0212

Exchange Stores & Managers Overseas

Marine Corps Air Station
Kaneohe Bay, HI 96863-5003
Capt. Pat J. Stokes, USMC
(808) 257-2111

Marine Corps Air Station
Iwakuni, Japan
FPO Seattle 98764-0003
CWO Kathy Nuzum
O/S Operator: 087-21-4171

Marine Barracks, Box 32
Guantanamo Bay, Cuba
FPO New York 09593-9000
Lt. David Babicki, USMC
O/S Operator: 2570

Marine Barracks
Panama
FPO Miami 34061-9000
Lt. Leo Bueno
O/S Operator: 84-5374

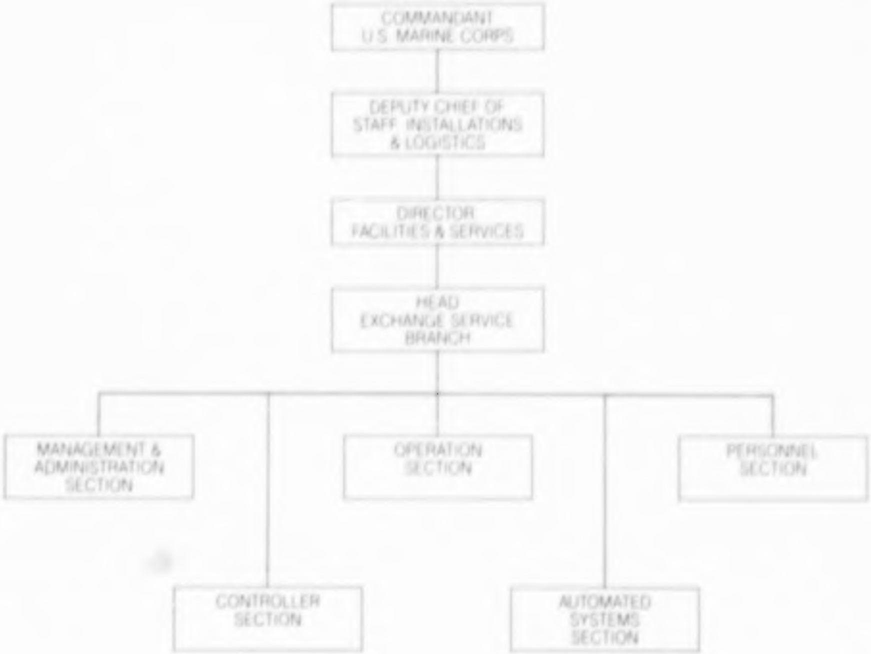
Sales Promotion Events

Each individual Marine Corps exchange plans, develops, coordinates and maintains its own calendar of special or themed sales promotion activities. Many of the sales promotion event themes used by the Navy Exchange Program are also employed by individual Marine exchanges. Specific dates for particular events are at best approximate and may vary by location. Only one event—the Annual Anniversary Sale, scheduled mid-September each year—is planned and directed by the Marine Corps Exchange Service Branch in Quantico, VA. Typical exchange sales promotion events include: Valentine's Day; Washington's Birthday; Easter; Back-to-School (late August); Thanksgiving; and Christmas. For additional information and prevailing calendar dates call or write to the individual exchange stores listed on this page.

Marine Exchange Sales ($ In Millions)

FY	Sales	% Increase
80	328.2	—
81	371.8	11.7
82	395.6	6.0
83	397.8	0.6
84	408.0	2.6
85	413.6	1.0
86	406.1	−1.9

U.S. MARINE CORPS
EXCHANGE SERVICE BRANCH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OPERATION SECTION
PERSONNEL SECTION
CONTROLLER SECTION
AUTOMATED SYSTEMS SECTION

MARINE CORPS EXCHANGE SYSTEM SALES
FY 86

STORE	RETAIL	SERVICES & OTHER	TOTAL	TOTAL $ SALES FY 85	TOTAL SALES % CHANGE 86 vs 85
CONUS EXCHANGES					
ALBANY, GA	$3,544,017	$1,041,478	$4,585,495	$4,375,941	4.6
BARSTOW, CA	1,346,172	1,245,006	2,591,178	2,579,763	0.4
CAMP ELMORE, VA	3,992,985	1,397,382	5,390,367	5,192,800	3.7
CAMP LEJEUNE, NC	35,002,472	29,286,503	64,288,975	67,790,190	−5.4
CAMP PENDLETON, CA	38,177,938	28,605,337	66,783,275	68,131,413	−2.0
CHERRY POINT, NC	13,708,095	11,490,943	25,199,038	24,635,761	2.2
EL TORO, CA	24,982,941	17,959,054	42,941,995	48,844,936	−13.7
HENDERSON HALL, VA	12,472,537	2,105,532	14,578,069	11,763,547	19.3
PARRIS ISLAND, SC	17,764,148	7,023,781	24,787,929	23,710,280	4.3
QUANTICO, VA	30,134,792	5,600,476	35,735,268	34,304,732	4.0
SAN DIEGO, CA	23,644,535	6,204,638	29,849,173	31,049,955	−4.0
TWENTYNINE PALMS, CA	13,663,560	8,149,936	21,813,496	22,438,261	−2.9
YUMA, AZ	4,539,958	4,054,874	8,594,832	8,981,432	−4.5
CONUS TOTALS	**$222,974,150**	**$124,164,940**	**$347,139,090**	**$353,799,011**	**−1.9%**
OVERSEAS EXCHANGES					
GUANTANAMO BAY, CU	$4,467,504	$ 350,045	$ 4,817,549	$ 5,560,763	−15.4
IWAKUNI, JAPAN	9,922,765	7,229,363	17,152,128	17,690,899	−3.1
KANEOHE BAY, HI	18,472,909	14,051,303	32,524,212	32,761,126	−0.7
RODMAN (CANAL ZONE), PANAMA	3,987,923	457,700	4,445,623	3,781,764	14.9
OVERSEAS TOTAL	**$36,851,101**	**$22,088,411**	**$58,939,512**	**$59,794,552**	**−1.5%**
WORLDWIDE TOTALS	**$259,825,251**	**$146,253,351**	**$406,078,602**	**$413,593,563**	**−1.9%**

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Central Office (133)
Veterans Administration
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Washington, D.C. 20420
Phone: (202) 376-8132
Director: Robert J. Mantica

Key Personnel

Director
Robert J. Mantica
(202) 376-8132

Merchandise Division & Buyers

Chief, Merchandise Division
Neil C. Whittle
(202) 376-8140

Buyer for Men's Clothing
Russell Bouck
(202) 376-8141

Buyer for Health & Beauty
Ellen K. Henry
(202) 376-8142

Buyer for Ladies Clothing, Accessories & Intimate Apparel and Tobacco
MaryAnn Melville
(202) 376-8142

Buyer for Candy/Sundries
Robert Caldwell
(202) 376-8142

VCS Finance Center

VCS Finance Center
Federal Building
405 S. Tucker Boulevard
St. Louis, MO 63101
Director: Art Austermann
Assistant Director: Paul Freiert

VCS Reorganization

A recent proposal to reorganize the VCS has been approved by the Administrator of Veterans Affairs, Veterans Administration. The principal feature of the reorganization is to centralize the field management operations of VCS to its central office in Washington, D.C. This step is a positive move toward improving the efficiency and effectiveness of the VCS relative to the overall mission of the agency.

VCS Buying Procedures

Vendors make direct contact with the VCS buyers in central office to negotiate for merchandise and terms. Vendors are prohibited from directly contacting canteens.

New merchandise selections and vendor sources are reviewed at regularly scheduled Merchandise Committee meetings. A Purchase Order-Price Agreement List (PO-PAL) is issued to approved vendors establishing terms, cost, and retail selling price of each selected item. PO-PALs are then forwarded to each canteen for ordering.

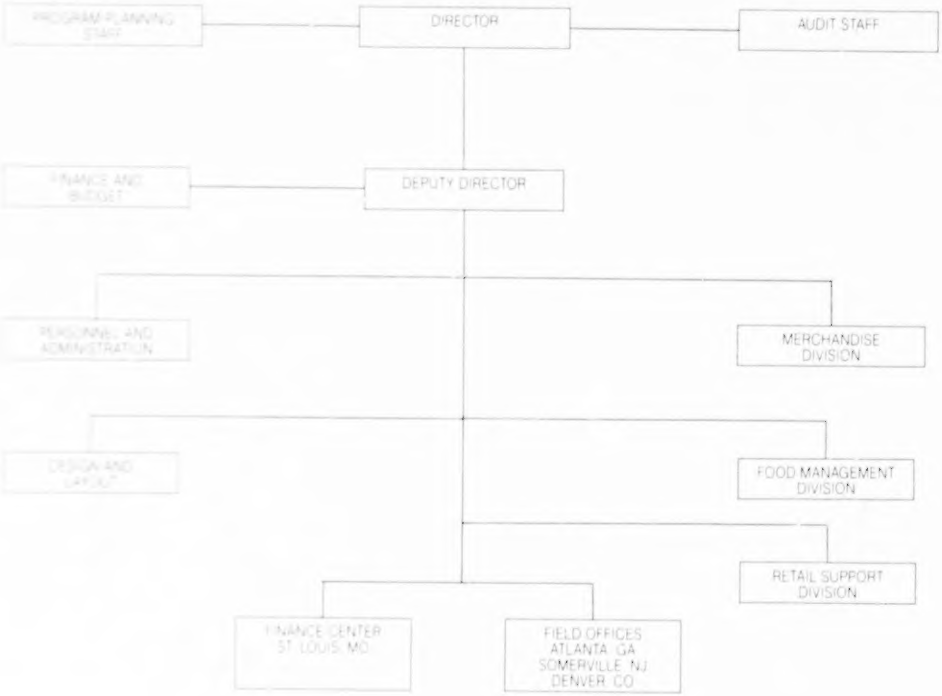
Canteen chiefs select merchandise for their canteen from the PO-PALs in concert with a Basic Merchandise List which contains basic items required to be stocked at each canteen. This system offers a personalized selection process allowing local and regional needs to be met.

The VCS has no national warehousing facilities; all shipments ordered by canteens go directly from the manufacturer to the ordering canteen.

VCS Sales by Department
FY83–FY86

Department	FY83	FY84	FY85	FY86
Retail	105,998,479	104,069,946	101,894,060	99,746,984
Manual Food	50,897,002	54,843,458	57,357,790	58,423,061
Automatic Food	6,722,732	7,118,536	7,291,871	7,565,202
Automatic Beverage	11,246,182	11,898,322	11,952,958	12,735,164
Service Departments	4,673,300	4,634,527	4,538,761	4,480,109
Total	**$179,537,695**	**$182,564,789**	**$183,035,441**	**$182,950,520**

VETERANS CANTEEN SERVICE ORGANIZATION CHART



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MWR, Leisure & Recreation Activities

U.S. Army

U.S. Army Community and Family Support Center
Mail: HQDA (Mail Code: DACF-ZB)
Alexandria, VA 22331
Location:
Hoffman Bldg. I
2461 Eisenhower Avenue
Alexandria, VA 22331

Commander
MG Robert M. Joyce, USA
Mail Code: DACF-ZB
(202) 325-9461

Deputy Commander
BG Thomas G. Rhame, USA
Mail Code: DACF-ZB
(202) 325-9774

Chief of Staff
COL E.S. Greason III, USA
Mail Code: DACF-ZC
(202) 325-9436

Legislative & Public Affairs
Director
Steve Rossetti
Mail Code: DACF-LL
(202) 325-9710

Public Affairs Chief
Vacant
Mail Code: DACF-ZCI
(202) 325-6759

Directorate for Community, Recreation & Business Operations
Director
COL James R. Daugherty, USA
Mail Code: DACF-ZG
(202) 325-8848

Army Recreation Machines
Chief
Keith A. Craig
Mail Code: DACF-GM
(202) 325-9500

Business Programs Division
Chief
W.A. Bartelt
Mail Code: DACF-ZG-B
(202) 325-0563

Recreation Division
Chief
Philip Cota
Mail Code: DACF-ZG-R
(202) 325-9715

Library Activities Division
Chief
N. Strickland
Mail Code: DACF-ZGL
(202) 325-9702

Lodging and Hospitality
Chief
John Ontko
Mail Code: DACF-GH
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Contracting, Construction, and NAF Personnel
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COL Ernest Isabell, USA
Mail Code: DACF-ZS
(202) 325-9784

NAF Contracting Division
Chief
LTC Brian Japak, USA
Mail Code: DACF-ZSC
(202) 325-0757

NAF Contracting
Leslie Sweeney
Mail Code: DACF-ZSC-N
(202) 325-0757

Field Operations Directorate
Director
COL C.E. Perkins, USA
Mail Code: DACF-ZF
(202) 325-0194

U.S. Region
Chief
LTC Donald C. Rojas, USA
Mail Code: DACF-US
(202) 325-9826

Far East Region
Chief
MAJ Terry Clark, USA
Mail Code: DACF-FE

Training and Professional Development
Chief
Brian Gormley
Mail Code: DACF-ZF-T
(202) 325-9703

Directorate of Family Support
Director
COL Eugene Gugliemo, USA
Mail Code: DACF-FS
(202) 325-9467

Armed Forces Sports Office
Director
Charles P. Bennett
Mail Code: DACF-AFS
(202) 325-8871

Army Buying Procedures

Generally, procurement for Army leisure and MWR activities is accomplished at the installation level. Specific information regarding the addresses of individual activities may be obtained by sending a written request to the attention of the NAF Contracting Division.

U.S. Navy

Naval Military Personnel Command
(Mail Code: NMPC-N65)
Department of the Navy
Washington, D.C. 20370

Director, Recreational Services Department
CAPT Al Wood, SC, USN
Mail Code: NMPC-N65
(202) 694-3975

Deputy Director, Recreational Services Department
Dave Cosco
Mail Code: NMPC-65B
(202) 694-4680

Head, Media Information & Marketing Office
Diedra W. Hill
Mail Code: NMPC-65C
(202) 694-8100

Director, Recreation Division
George C. Schaefer
Mail Code: NMPC-651
(202) 694-4384

Head, Recreational Policy and Administration
Pam Crespi
Mail Code: NMPC-6511E
(202) 694-4384

Head, Community & Outdoor Recreation Branch
Susan Conklin
Mail Code: NMPC-651C
(202) 694-4651

Youth/Family Recreation Programs Coordinator
Mick McAndrews
Mail Code: NMPC-651C1
(202) 694-4388

Head, Child Development Services Branch
Carolee Callen
Mail Code: NMPC-651D
(202) 694-0598

Head, Physical Activities Branch
Roger Patrick
Mail Code: NMPC-651E
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Mail Code: NMPC-652
(202) 694-2998

Director, Music Division
CDR Joe Phillips, USN
Mail Code: NMPC-654
(202) 694-4609

Director, Mess Division
Nelson H. Pearsall
Mail Code: NMPC-655
(202) 694-4390

Assistant Director, Mess Division
K.V. Miller
Mail Code: NMPC-655B
(202) 694-4422

Mess Specialist
Al B. Carlson
Mail Code: NMPC-6551
(202) 694-4422

Resource Assistant
Ellen Butingan
Mail Code: NMPC-651C1
(202) 694-4423

Mess Specialist
Perla Niguidula
Mail Code: NMPC-6551D
(202) 694-4423

Mess Specialist
Sebastiano Patania
Mail Code: NMPC-6551E
(202) 694-4423

Mess Specialist
Holly Long
Mail Code: NMPC-6551F
(202) 694-4423

Director, Support Division
Vacant
Mail Code: NMPC-656
(202) 694-4379

Head, Procurement Branch
Ray Hotaling
Mail Code: NMPC-6561
(202) 694-3931

Head, Contracting Section
Chris Connelly
Mail Code: NMPC-6561C
(202) 694-3931

Navy Buying Procedures

Further information about the decentralized Navy MWR and recreation/leisure system may be obtained by contacting the Director, Navy Recreational Services Department. Information regarding buying procedures and the specific addresses of individual activities may be obtained from the Director upon receipt of a written request.

U.S. Air Force

Air Force Military and Personnel Center
Directorate of Morale, Welfare & Recreation Operations
HQ AFMPC/DPMS
Randolph AFB, TX 78150-6001

Director
Col. Michael P. Lazorchak, USAF
(512) 652-6207

Chief, Open Messes & Food Operations Branch
Dr. Lonnie Simmons
(512) 652-2353

MWR Promotion
Cathy Edmonds
(512) 652-4945

Chief, NAF Purchasing Division
Lt.Col. Stuart R. McGhee
(512) 652-6931

Chief, Special Contracts & Operations Branch
Ada Storms
(512) 652-6931

Chief, Operations Branch
Joe Piepoli
(512) 652-6933

Chief, Centralized Contracts
Branch
Sam Bunch
(512) 652-6932

Air Force Buying Procedures

Further information about the decentralized Air Force open mess and recreation systems may be obtained by contacting the Air Force Manpower and Personnel Center's MWR Directorate. Specific information regarding the addresses of individual open mess and recreation activities, and their buying procedures, may be obtained by sending a written request to the attention of the Director, MWR Directorate.

U.S. Marine Corps

Mail:
Commandant of the Marine Corps
(Mail Code:)
Washington, D.C. 20380

Morale Support Division
Director
Col. P.F. Angle, USMC
Mail Code: MS
(202) 694-5105

Deputy Director
Neil W. Macfarlan
Mail Code: MS
(202) 694-2092

Military Recreation Branch
Head
H. E. Hawkins
Mail Code: MSR
(202) 694-2450

Marketing Branch
Head
Michael Dalton
Mail Code: MSM
(202) 694-2450

Military Clubs Branch
Head
Joseph A. Caprara
Mail Code: MSC
(202) 694-2728

USMC Buying Procedures

Marine Corps club and recreation activities do not require bids. In most instances, club and recreation activities make their own purchases directly from manufacturers and other suppliers.

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